

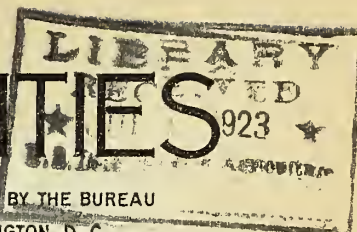
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# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



June 27, 1923.

Vol. 3, No. 26.

## MARKETING WORK PROGRESSES IN NORTH DAKOTA

The Department of Marketing and Rural Finance of the North Dakota Agricultural College, Agricultural College, N. D., has been devoting considerable time to assisting growers in their organization problems. Dr. A. H. Benton, Head of the Department, and G. P. Wolf, Potato-Marketing Specialist, advised with growers regarding the organization of State co-operative associations for the marketing of seed wheat, alfalfa, and brome grass. Suggested forms of agreement and by-laws were worked out for these State-wide organizations and the principles of cooperative marketing fully explained.

The Department has been carrying on an investigation of the dairy and poultry marketing problems of the State and of the marketing problems with reference to local grain elevators and farm storage.

A Market Information Sheet is issued at irregular intervals, about once every four or five weeks, giving current marketing news of interest to North Dakota farmers.

The State Legislature appropriated \$5,000 for carrying on the work of the Department during the current year, and \$1,600 is made available from Smith-Lever funds.

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## FEDERAL LEASED-WIRE SYSTEM TO BE EXTENDED

Arrangements are being made to extend the leased wire service of the Federal Bureau of Agricultural Economics to San Francisco, as soon after July 1 as possible. The wire, which will probably be in active operation by the middle of the month, will lead westward from Kansas City to San Francisco, with drops at Denver and Salt Lake City. It is probable that later drops will be installed at Reno and Sacramento.

Cooperative arrangements are being made with the Navy Department which provide for radio transmission of market information on the Pacific Coast as far north as Portland and south to Los Angeles.

It has not been decided as yet whether leased wire, commercial wire or radio will be used in furnishing the Southern States with marketing information. Conferences will be held early in July to determine this point. For the present, contact with the Southern offices of the Federal Bureau will be maintained by commercial wire.

## ROADSIDE MARKETS GAIN IN FAVOR IN NEW JERSEY

Roadside farm markets, which now may be found at intervals of a few miles along the highways in New Jersey, have come to stay, in the opinion of officials of the State Bureau of Markets, Trenton, N. J. It is predicted by the State Bureau that during the present summer there will be important developments in these markets in the way of furnishing improved service to the public. It is reported that already many proprietors of the successful markets of last season and former years are planning to extend their establishments, make them and their goods more attractive to patrons and introduce better service.

Recent investigations by the State Bureau of Markets show that only those roadside markets have been really successful which have established a reputation for their products where motorists with memories of satisfactory purchases have become regular patrons. In numerous instances, it has been found that community roadside markets, in which a group of farmers can offer a greater variety than an individual grower, with sales conducted by one clerk instead of several, have been the most profitable form of this new method of marketing farm produce.

According to A. L. Clark, Chief of the State Bureau of Markets, in the modern economic scheme, the roadside market is filling a special niche developed by the automobile. He points out that the roadside market is a benefit to the farmer, who can sell his surplus garden crops, as well as to the tourist or city motorist who appreciates the opportunity of buying fresh farm products at less than city prices. The majority of roadside markets, Mr. Clark says, are operated by responsible farmers with satisfactory service to customers. He warns against the occasional roadside merchant who attempts to unload poor products and whose trade customs hurt his own business and the general reputation of all roadside markets.

Farmers are urged by the marketing officials to sell only fresh farm produce. "Where imported or Southern fruit and vegetables are offered as an accommodation, they should be plainly marked as to their source and never sold to the purchaser under the impression that they are fresh Jersey products," Mr. Clark advises.

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## APPROPRIATIONS MADE FOR MARKETING WORK IN OKLAHOMA

The Oklahoma Legislature appropriated \$50,000 for carrying on the work of the State Market Commission, Oklahoma City, during the fiscal year ending June 30, 1924, and a like amount for the year ending June 30, 1925. Besides the Secretary of the Commission, Ed. C. Dustin, the personnel of the Commission consists of a State grader and inspector, a produce man, and three field agents who assist during the heavy shipping seasons. Assistance is now being given potato growers in grading and packing their crop ready for market. Later, peaches and watermelons will command the attention of the field assistants.

The State Market Commission also advises with growers who contemplate organizing associations for the cooperative marketing of their produce.



### EGG MARKETING COMMANDS INCREASED ATTENTION IN MISSOURI

In line with the State-wide candling and grading campaign which the Missouri State Marketing Bureau, Jefferson City, Mo., started last year, special stress is being placed upon the importance of marketing only infertile eggs, especially during the summer months. The entire field force of the State Bureau is now engaged in bringing to the attention of farmers the advantages in placing a superior quality of eggs on the market.

As a result of the work done in the past twelve months, many of the egg-buying firms scattered throughout rural Missouri are purchasing eggs from the producer according to grade. The establishment of a State-wide purchasing system that recognizes a differential in price between the good eggs and the poor eggs is the ultimate objective of the efforts of the Marketing Bureau. It is estimated by the State marketing officials that the annual loss to Missouri egg producers from marketing fertile eggs reaches one and one-quarter million dollars. Infertile eggs stand heat better and therefore deteriorate much less slowly than do fertile eggs.

A survey recently made by the Marketing Bureau indicates that with sufficient encouragement to producers, from ten to twelve straight carlots of infertile eggs could be shipped from Missouri to the eastern markets weekly. An effort is being made to secure enough infertile eggs for a weekly carlot shipment from each of eleven concentrating points.

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### ILLINOIS PASSES NEW SHIPPING-POINT INSPECTION LAW

A shipping-point inspection law has just been passed by the Illinois Legislature which provides for cooperation with the Inspection Service of the Federal Bureau of Agricultural Economics. An appropriation of \$15,000 for two years was made for carrying on the work of inspecting the principal fruits and vegetables grown in a commercial way in the State. A conference for the organization of the work under the new law is being held in Springfield, Ill.

The first service offered will be on early apples in the southern part of the State. It is expected that the service will also cover peaches and late apples. On account of the limited funds available it will not be possible to undertake this work at a large number of points during the coming year. F. G. Baehler will represent the Federal Bureau in the co-operative inspection service.

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### LECTURES ON AGRICULTURAL STATISTICS TO BE PUBLISHED

Permission has been requested by the Alabama State Department of Education, Montgomery, Ala., to publish the series of lectures given last winter at the University of Alabama, by F. W. Gist, Agricultural Statistician for Alabama, on "Statistical Methods in Agriculture." The lectures will be published as a bulletin of the Department of Education.

## UNITED STATES WOOL STANDARDS TO BE USED BY WEST VIRGINIA GROWERS

In order to familiarize himself more fully with the United States Official Wool Standards, and to establish a closer cooperation between the State and the Federal Bureau of Agricultural Economics, E. L. Shaw, Sheep Specialist, West Virginia University, Morgantown, W. Va., is spending a few days in the Washington offices of the Federal Bureau, conferring with marketing specialists. Mr. Shaw reports that the West Virginia Cooperative Wool Growers' Association, with which he is also connected, has just signed a five-year contract with over 1,000 wool growers of the State. It is expected that 300,000 pounds of wool will be pooled in West Virginia this year. Warehouses will be located at Wheeling, where the fine wool will be handled, and at Clarksburg, where other grades of wool will be assembled. This association has pooled its wool for the past three years, last year being the first time that the then tentative United States grades for wool were used. Classifying according to the tentative grades proved to be a substantial benefit to the growers in comparison with the old system.

The wool pooled during the present season will be graded in accordance with the United States official wool grades under the supervision of Mr. Shaw.

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## OKLAHOMA SUMMER COTTON SCHOOL READY FOR OPERATION

Nearly 10,000 cotton samples from as many bales will be used in the Summer Cotton School to be held at the Oklahoma Agricultural and Mechanical College, Stillwater, Okla., from July 2 to July 28. This cotton school, which has been held each summer for the past ten years, has been steadily growing in popularity. The work is of a practical nature, consisting of lectures with a large proportion of time devoted to laboratory practice in grading and stapling cotton.

George Butterworth, Specialist in Cotton Classing, Federal Bureau of Agricultural Economics, will assist in the grading work. The new official cotton standards of the United States, which become effective August 1, 1923, will be explained by Mr. Butterworth.

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## NEW REGULATION REQUIRES ALABAMA EGGS BE CANDLED

All eggs offered for sale in Alabama must be candled and guaranteed as such, or sold with the understanding that they be candled and the seller receive pay for only good eggs, according to a regulation recently issued under the State Pure Food Laws, by the Alabama Department of Agriculture and Industries, Montgomery, Ala. The regulation also provides that eggs must not be sold "straight count," or "case count," but only on the "loss-off" basis. In this manner the State Department hopes to build up the egg industry of the State by requiring that only eggs of high quality shall be placed on the markets.



## NEW BULLETIN EXPLAINS HOW TO MARKET THE EARLY POTATO CROP

"Marketing the Early Potato Crop" is the subject of Farmers' Bulletin No. 1316, just published by the United States Department of Agriculture. This is the first of a series of bulletins on commodity marketing which the Fruit and Vegetable Division of the Federal Bureau of Agricultural Economics is preparing. The bulletin tells how the crop is sold in the leading early potato sections of the country. Because of the nature of the crop, special methods of handling, grading, packing, loading, transportation and distribution are required. It is pointed out that markets for early potatoes change rapidly and vary from season to season. The grower is advised to keep in close touch with crop news, shipment reports and market quotations. By means of charts and graphs the location, shipping points and relative importance of the heavy early shipping districts are shown.

A second bulletin on "Selling Main-Crop Potatoes" is now in press and is expected to be ready for distribution in the near future.

Copies of the bulletin may be obtained free from the Division of Publications, United States Department of Agriculture, Washington, D. C.

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## DISTRIBUTION OF MARKETING WORK IN WASHINGTON STATE

The marketing work which the Washington State Department of Agriculture, Olympia, Wash., is conducting, is distributed among several different divisions of the Department. The Division of Agriculture is in charge of the organization and supervision of cooperative marketing associations. Grading, inspection and certification of grain, hay and seeds come under the supervision of this Division, also. The market-news service of the Department is also placed with the Division of Agriculture.

The Division of Horticulture has charge of all standardization, grading and inspection work with fruits and vegetables. Inspection of dairies and creameries, examining testers and grading dairy products are among the duties assigned to the Division of Live Stock and Dairying. The inspecting, testing and standardizing of all weights, measures and containers come under the supervision of the Division of Weights and Measures.

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## SPECIAL MARKETING ARTICLES PREPARED FOR NEW JERSEY PRESS

In addition to the regular weekly market reports which the New Jersey State Bureau of Markets, Trenton, N. J., issues, special articles are written for the press, telling the trend of the market for seasonal farm produce. In order that consumers may have an opportunity to enjoy each kind of fruit, berry or vegetable during the entire period available, market reporters are employed by the State Bureau to report the various crop conditions and marketing movements. This service is of particular interest to housewives as they can keep advised as to the most advantageous time to buy for canning purposes.

### BULK HANDLING OF GRAIN EXPLAINED TO WASHINGTON FARMERS

Farmers and grain growers in the vicinity of Walla Walla, Wash., were given an opportunity, recently, to learn more about the bulk method of handling grain. At a two-day meeting called by the State Department of Agriculture, Olympia, E. N. Bates, Federal Grain Inspector, explained the economies in the bulk handling of grain. Mr. Bates is of the opinion that the bulk method of handling grain is here to stay and that the question of most interest to farmers and elevator operators should be how to operate successfully the elevators already built and how with the least difficulty and expense the farmer can change his system of handling grain in sacks to the bulk method.

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### MORE MARKET-REPORTING STATIONS TO BE OPENED

Market reports on watermelons will be issued from a temporary field station at Macon, Ga., which the Federal Bureau of Agricultural Economics, in cooperation with the Georgia State Bureau of Markets, is planning to open about July 12. Arrangements are being made with the Nebraska State Bureau of Markets to conduct a temporary market-reporting station on potatoes from Kearney, Nebr. This service will be available from about July 12 through August 15. Reports on the market movement of deciduous fruits will be issued cooperatively by the Federal Bureau and the California Department of Agriculture from Sacramento, Calif. It is expected to operate this temporary market-reporting station from about July 15 to November 1.

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### MISSOURI POTATOES TO BE INSPECTED AT SHIPPING POINT

D. C. Rogers, Associate Commissioner, State Marketing Bureau, Jefferson City, Mo., has induced interested growers in the Orrick vicinity to put up a guaranty of \$500 for shipping-point inspection of potatoes this year. The service was offered in this vicinity last year, by the Federal Bureau of Agricultural Economics, but on account of the quality most of the stock was sold field run. This year it is expected that more than two hundred cars will be graded according to the United States standards, and Federal certificates issued.

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### CREAM MARKETING COMMANDS ATTENTION IN MINNESOTA

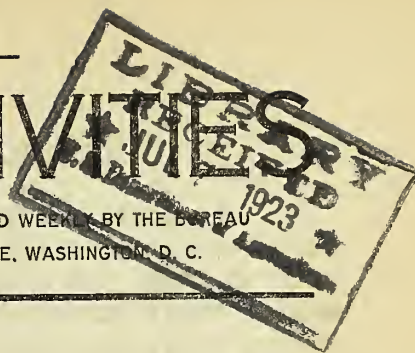
Cream-marketing problems have been solved in three communities in Minnesota with the assistance of extension workers of the University of Minnesota, St. Paul. A survey showed that not enough cream was available in any one district to support a cooperative creamery, as the farmers desired, so they were advised to form cream-shipping associations. All three associations have greatly increased the output of cream since the first months of operation.



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July 5, 1923.

Vol. 3, No. 27.

## NEW FEATURES SUGGESTED FOR "MARKETING ACTIVITIES"

The rapid development in marketing work is creating a demand for even closer cooperation than has existed in the past between State and Federal marketing agencies. The survey just completed among those who are readers of "State and Federal Marketing Activities" shows that this news service is filling a definite need and in the opinion of these readers should be continued and expanded. Of the various classes of items carried in the past, requests were made that more stress be placed on the research and extension activities and on announcements and reviews of current marketing publications. However, all types of news carried in the publication seem to be desired and will continue to appear as promptly as information can be secured. The cooperation of State agencies is of great importance in this connection, as the prompt reporting of all State activities will aid in making this paper of current interest and value to the various readers.

New features which were suggested in the replies to the questionnaires sent out, will be added from time to time, but it should be understood that it is difficult to go beyond the stated field of the publication, which is, primarily, to report the official activities of the State and Federal marketing agencies. In the past, effort has been made to confine the articles to State and Federal marketing work and not to include items relating to the commercial field, interesting as they may be, but which are not connected with either the State or Federal Governments. Cooperative organization activities, not falling within the scope of this paper, are reviewed in a separate publication, entitled, "Agricultural Cooperation," issued every two weeks by the Bureau of Agricultural Economics.

A bibliography of current publications, leading articles and reviews of importance will be presented from time to time in "State and Federal Marketing Activities," designed to aid marketing workers in keeping acquainted with marketing literature. This will include subjects in the field of agricultural economics whenever they bear a close relation to marketing problems. It is thought that references of this character will aid in making the publication even more useful.

Methods used in making marketing research studies will be covered more fully than in the past. It has also been requested that methods of conducting extension work in marketing in the various States be given more space.

It is planned to publish with the last issue of each month an index in the form of a summary of the items printed in the previous four weeks' issues. These monthly summaries will furnish a ready reference to all items appearing in the publication.



## SPECIAL MARKET REPORTS ISSUED FOR ALBANY HOUSEWIVES

A special market-news service for housewives of Albany, N. Y., has just been inaugurated by the Bureau of Markets and Storage, State Department of Farms and Markets, Albany. For the guidance of housewives in making their purchases from peddlers and neighborhood stores, the State Bureau is issuing reports, three times a week, showing the prices and supplies of farm produce in the Albany Public Market. These reports are furnished the newspapers and will be published regularly throughout the summer.

Under complex modern conditions, the State marketing officials point out, it is no longer an economical method for the housewife to make her purchases direct from the public market, and so she has come to depend upon peddlers and neighborhood stores. As a result, retail sales on the Albany Public Market now amount to only about 3 per cent of the total business done. The market itself, however, has shown a great growth until it is now one of the largest wholesale markets in the State for home-grown products, supplying not only the city of Albany through peddlers and retail stores, but a wide surrounding territory as well. But under present conditions the housewife finds it difficult to make her purchases intelligently because she is no longer directly in contact with the primary source of supply, and hence has no way of knowing what is a fair price or when certain products are best and most abundant in the market. The special market report is intended to supply this need.

A recent study made by the State Bureau, in cooperation with the City Club, indicates that the margins taken by Albany peddlers in selling fruits and vegetables range from 20 per cent to 400 per cent, with an average increase over wholesale prices of from 75 per cent to 100 per cent. "Although these margins appear to be very large in some cases," the State officials point out, "the peddlers often suffer serious losses from unsold produce which must be absorbed as part of their cost of doing business. Nevertheless it is a very human tendency to 'charge what the traffic will bear' and where one party to the transaction, the consumer, is entirely uninformed as to market conditions, a considerable amount of so-called 'profiteering' is possible." By using the special market reports, the State Bureau officials believe that it will be possible for housewives to be more adequately informed and thus be in a position to drive better bargains and avoid exorbitant prices.

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## COLORADO DIRECTOR OF MARKETS INTERESTED IN COOPERATIVE MARKETING

A series of lectures in behalf of farm organizations and cooperative marketing is being given by Joseph Passonneau, the new Director of Markets, Denver, Colo., in various parts of the State. At a recent meeting of wheat growers Mr. Passonneau recommended as sound the 100 per cent pooling plan of cooperative marketing. Farmers were urged to join the wheat marketing associations and thereby assist in eliminating the fluctuations in wheat prices. Mr. Passonneau has pledged his support to the cooperative marketing movement in Colorado.

## TOBACCO STANDARDIZATION WORK PROGRESSES

With the cooperation of trade and producer organizations, and with State marketing officials in a number of the tobacco-producing States, the Federal Bureau of Agricultural Economics is endeavoring to work out grades for American-grown tobacco, with a view to promulgating official standards. Permissive grades for eight of the most important types of tobacco, constituting 63 per cent of the American production, have been suggested by the Federal Bureau, and during the past season have proved very satisfactory to members of the trade who have voluntarily adopted them. The eight types consist of flue-cured tobacco, Virginia fire-cured, Clarksville and Hopkinsville fire-cured, western fire-cured, Henderson fire-cured, Green River, one sucker, and sun-cured. Investigations have also been made of the air-cured tobacco in Maryland, of the burley district of Kentucky, West Virginia and Ohio, and of various types of cigar-leaf tobacco.

Four distinct factors are considered in each grade, namely, group, quality, color and length. Group is the main division representing wrappers, binders, fillers, ground leaves, etc. The groups are designated by letters, qualities by numbers, colors by letters, and length by numbers. Standard lengths, proposed by the Federal Bureau, have been endorsed by the National Cigar Leaf Dealers' Association and by various tobacco boards of trade in a number of cities and are being used extensively in the cigar-leaf districts.

A laboratory has been equipped by the Bureau where samples of tobacco are conditioned, inspected and preserved. Three storage rooms are provided in which the atmospheric condition is accurately controlled by automatic machinery for any desired temperature or humidity. A large number of samples, representing various types and grades of American-grown tobacco, are assembled in the laboratory.

The standardization work with tobacco is being conducted under authority of the United States Warehouse Act which also provides for the licensing and bonding of tobacco warehouses. A number of warehouses, with a combined capacity of nearly 225,000,000 pounds, are now licensed under the act and 264 persons have been given licenses to inspect, grade and weigh tobacco stored in the licensed warehouses.

The tobacco standardization and warehousing work is being conducted under the supervision of F. B. Wilkinson.

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## PENNSYLVANIA TO ISSUE FEED, GRAIN AND HAY REPORTS

The Pennsylvania State Bureau of Markets, Harrisburg, Pa., is planning to extend further its market-news service by issuing a feed, grain and hay report three times a week. Arrangements are being made to receive the basic price quotations on these commodities from the Federal Bureau of Agricultural Economics. The reports will be sent in mimeographed form to the press, county agents and farmers interested in knowing the market value of feed products. It is expected to start this service early this month.



### WOOL POOLS SUCCESSFUL IN TENNESSEE

Cooperative wool sales held in Tennessee this year have again proved the advantages to be gained from united effort on the part of growers, according to A. L. Jerdan, Marketing Specialist, University of Tennessee, Knoxville, who has been assisting wool growers in their marketing problems for several seasons. Thirty cooperative sales including wool from 32 counties and totaling 235,000 pounds were held from May 16 to June 5. Prices ranged, depending upon quantity, quality and the market, from 46 to 52-3/8 cents for clear; 41 to 47 cents for light burry; 34 to 39 cents for medium burry, and 27 to 33 cents for hard burry.

The wool was widely distributed having been sold to local buyers, large woolen mills, in Tennessee, and large wool merchants in Louisville and Glasgow, Ky., and Baltimore, Md. The wool was consigned to the pools by about 3,000 sheep growers of the State. In 1921 there were 12 sales conducted consisting of 133,000 pounds, while in 1922 the number of sales was increased to 16 and the amount of wool sold, 136,000 pounds.

In commenting upon the rapid growth in this form of marketing, Mr. Jerdan says, "At the rate of increase for the past three years the sheep men of Tennessee will be marketing practically all their wool cooperatively five years hence."

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### MARKET REPORTS ON LETTUCE TO BE ISSUED FROM ROCHESTER, N. Y.

Plans are being made by the State Bureau of Markets and Storage, Albany, N. Y., in cooperation with the Federal Bureau of Agricultural Economics, to issue daily market reports on lettuce from the Rochester office of the State Bureau, commencing about July 6. No mimeographed report will be issued but the news will be sent out by telegraph and telephone collect to such shippers as make use of the service. The report will also be sent over the press wires and published in the papers in the lettuce-growing territory. The market information will consist of a daily report as to the number of cars and destinations of cars loaded in New York State each day, together with the number of cars on track, market conditions and prices in important terminal markets. Information regarding terminal market prices and conditions will be based on daily wires sent by the Federal Bureau from Washington, Baltimore, Philadelphia, Pittsburgh and Chicago.

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### KANSAS POTATOES TO BE INSPECTED AT SHIPPING POINT

Arrangements have been made by the Federal Bureau of Agricultural Economics for inspection of potatoes in Kaw Valley, Kansas. Growers interested in shipping-point inspection of their potato crop have, through their county agricultural agent, put up a guaranty of \$500 to support the work. It is expected that the inspection work will begin about July 5 under the direction of J. H. Hoover, Federal Inspector.



## FORECAST TO BE MADE OF CORN, HOG AND WHEAT SITUATION

A forecast of the prospective domestic and foreign demand for corn, hogs and wheat will be prepared by a group of agricultural economists and statisticians whom Secretary of Agriculture Wallace has called into conference at Washington, D. C., July 11 and 12. The conferees will have available the results of the Nation-wide pig count just completed by the Department of Agriculture in cooperation with the Post Office Department, giving estimates of the spring pig crop and intentions of farmers to breed for fall litters. There will also be available the Government crop estimate of corn acreage and production to be released July 9. With these sets of facts as a basis for forecasts the Committee is expected to announce information which will be helpful to farmers in making their program for next fall and winter.

On wheat the Government crop report of July 9, giving condition of spring and winter wheat and a forecast of total production, will be available to the conferees. This information, considered together with the latest available figures on wheat movement and supply in the United States and abroad, will enable the Committee to prepare a rather comprehensive report on the outlook of the world wheat situation.

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## WOOL SCOURING LABORATORY TO BE ESTABLISHED

A wool-scouring laboratory is to be equipped in the near future in the Washington office of the Live Stock, Meats and Wool Division of the Federal Bureau of Agricultural Economics. Since shrinkage is a vital factor which affects the value of wool in the grease, a service will be inaugurated to ascertain shrinkage tests of samples representing lots of wool. In performing this service for wool producers and all others connected with the wool industry, the Bureau has the advantage of obtaining valuable data as to the shrinkage of the various grades of wool produced under different climatic and soil conditions. This study has long been needed and is the first attempt to determine shrinkage of wool by grades and districts throughout the United States.

L. C. Benedict, formerly of the Federal Bureau of Chemistry, has been transferred to the Bureau of Agricultural Economics to assist in this research work.

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## PEACHES TO BE INSPECTED AT SHIPPING POINT IN NORTH CAROLINA

Arrangements are being made by the Federal Bureau of Agricultural Economics to conduct shipping-point inspection of peaches in North Carolina this season. Robert Bier, Investigator in Marketing, Federal Bureau, is now in Aberdeen, N. C., surveying the situation and making preparations for inaugurating the service.

## UNITED STATES GRAIN REGULATIONS AMENDED

An amendment to the regulations under the United States Grain Standards Act recently promulgated by the Secretary of Agriculture deals with the interstate shipment of grain by grade between non-inspection points without inspection by a licensed inspector. The amendment became effective July 1.

The law provides that grain may be sold by grade and shipped in interstate commerce without inspection between points at which no inspector is located upon compliance with the rules and regulations prescribed by the Secretary of Agriculture and subject to the right of either party to the transaction to refer any dispute as to the grade of the grain to the Secretary of Agriculture. The new regulation requires shippers of such grain to transmit to the purchaser an invoice bearing a statement to the following effect: "This grain not inspected by licensed inspector; grade subject to dispute under United States Grain Standards Act."

In addition, shippers are required by the terms of the regulation to report the details of such shipments if requested by the Federal Bureau of Agricultural Economics.

Copies of the regulation may be had upon application to the Grain Division of the Federal Bureau of Agricultural Economics at Washington, D. C., or to any Office of Federal Grain Supervision in the field.

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## SOUTH CAROLINA FARMERS PLEASED WITH SHIPPING-POINT INSPECTION

Growers in the vicinity of Charleston, S. C., are high in their praise of the cooperative shipping-point inspection service which was furnished this year for the Irish potato crop. Much credit for a successful marketing season is attributed by the growers to the fact that their stock was inspected at shipping point, according to the United States standard grades. They are desirous of having the service extended next season to other truck crops. According to the county agricultural agent who assisted in interesting the farmers in the inspection work, "It is the best piece of work ever accomplished for the truck farmers of Charleston County."

Robert Bier, Investigator in Marketing, represented the Federal Bureau of Agricultural Economics in conducting the inspection service in cooperation with the State Division of Markets, Spartanburg, S. C.

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## TRADE TO COOPERATE IN WOOL MARKET-REPORTING SERVICE

Cordial cooperation in furnishing data for the wool market reporting service which the Federal Bureau of Agricultural Economics contemplates inaugurating in the near future at Boston, Mass., was pledged by various members of the wool trade with whom G. T. Willingmyre, Specialist in Wool Marketing, Federal Bureau, conferred during his recent visit to Boston.



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July 11, 1923.

## TOMATOES TO BE MARKETED COOPERATIVELY IN VIRGINIA

The State Division of Markets, Richmond, Va., and the Extension Service of the Virginia Polytechnic Institute, Blacksburg, are cooperating in assisting the tomato growers of Northumberland County with their marketing problems. Growers have signed up a sufficient acreage of tomatoes under a one-year contract to pack 11,000 six-basket containers. Eleven thousand new crates have been ordered and packing sheds arranged at two wharves. A sufficient number of packers are being trained to handle the crop at the central packing sheds.

F. Earl Parsons, Specialist in Standardization, State Division of Markets, will assist the growers in standardizing the pack of the tomatoes shipped. G. P. Warber, Specialist in Marketing, and A. G. Smith, Jr., Specialist in Vegetable Gardening, both of the Virginia Polytechnic Institute, have been conferring with the growers regarding the cooperative marketing of their crop.

With the establishment of approved marketing methods, the growers contemplate increased returns for their tomato crop this season. Previous years the tomatoes have either been consigned to commission houses in Baltimore and Washington or sold to buyers on the wharf. Much of the crop was sold in used crates or sold on the wharf in open baskets without being graded.

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## FACTORS INFLUENCING CONSUMER DEMAND FOR RAISINS BEING STUDIED

In the study of factors influencing the demand for farm products, the Federal Bureau of Agricultural Economics, in cooperation with the Sun-Maid Raisin Growers, is conducting a study of the demand for raisins. Surveys have already been completed in Boston, Mass., and Washington, D. C., and information is now being collected from consumers, dealers and wholesalers in Pittsburgh, Pa. It is planned to extend the study to other large cities during the present summer.

The investigators, Kenneth H. Berst, Assistant Marketing Specialist, Gerald W. Tasker, Dudley F. Kimball, and William W. Heusner, temporary Field Assistants, will gather information which will determine, in regard to the consumption of raisins, the importance of such factors as advertising, methods of distribution used by wholesale and retail dealers, and the extent of practices used by consumers in home cooking and baking.

## HOW MINNESOTA FARM PRODUCTS ARE MARKETING

Dr. H. B. Price, Assistant Professor of Agricultural Economics, University of Minnesota, St. Paul, says in a recent article, that the federated and the commodity type of organization can handle certain problems of cooperative marketing at central markets equally as well as, or better than, local associations. These are, standardizing production, adjusting production to consumption, stabilizing production, inspecting products en route or at destination, handling claims, improving accounting and business practices, research in marketing methods, and the elimination of wasteful competitive methods. There are some problems, Dr. Price points out, which the two types of organization are not handling equally well. These he discusses in the following manner:

"1. Control of quality. The commodity type has been developed in marketing fruits, milk and other perishable products which are poorly standardized. Control of quality is therefore given greater emphasis. The few federated organizations marketing similar products also give much attention to this problem and have made equally important progress.

"2. Making consumption fit production. Advertising and sales campaigns can be conducted equally well by federations and commodity organizations marketing similar products if each has a standardized product and a large volume of business. The emphasis on a large volume of business by the commodity type is largely due to the fact that they have been marketing products that lend themselves to demand creation. Minnesota's chief products, grain, live stock, wool and potatoes, are not suited to advertising.

"3. Regulating the flow of products to market. The commodity type, with its subsidiary warehousing corporations, has an advantage over a federation when products are stored. For wool, cheese, and some other products, this advantage is of some consequence. For wheat, it is of little or no importance.

"4. Distributing the products. A centralized commodity organization which owns the product as soon as the farmer delivers it can direct it to where it is most needed to greater advantage than a federation when the markets are many and widely scattered. This is important in marketing potatoes, wool and cheese. It is probable that federations can satisfactorily distribute grain, live stock and butter which are marketed in highly developed centralized markets.

"5. Selling. Most of the Minnesota federations are handling farm products on a scale that enables them to realize any gains from bargaining due to large-scale marketing and to make connections with the actual purchasers. Minnesota federations, by pooling products on a community basis, have avoided many inequities in paying farmers which a regional pool encounters when pooling wheat, live stock, potatoes and other products whose quality can not be controlled and for which standards of grading have not been developed to measure all of the valuable characteristics."

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A booklet entitled, "Handling Wheat from Field to Market" has been issued by the Southwestern Wheat Improvement Association, 205 New York Life Building, Kansas City, Mo.



### VIRGINIA CERTIFIED SEEDS TO BE MARKETED COOPERATIVELY

The Virginia Crop Improvement Association, Richmond, Va., is planning to incorporate under the new cooperative marketing act, in order that a selling agency may be established for the cooperative marketing of all the certified seed produced by members of the association. At a recent meeting of the Crop Improvement Association the by-laws of the association were amended to conform to the new marketing act and a marketing agreement was drawn up.

Under the new by-laws each member of the association will be required to sign the marketing agreement before his seed is certified. This agreement obligates the grower to sell through the organization, for a period of five years, all of the certified seed produced by him except that needed for seeding or feeding purposes on his own farm. It was also decided that a cross contract be made between the Crop Improvement Association and the Virginia Seed Service under which the latter organization will actually handle, at cost, the assembling, recleaning and marketing of all certified seed produced by members of the association. The Virginia Seed Service is a cooperative organization with capital stock, owned and controlled by producers of certified seed.

The Extension Division of the Virginia Polytechnic Institute, Blacksburg, Va., which has been assisting in the reorganization of the Crop Improvement Association, is of the opinion that with the new marketing service, there will be a tremendous impetus in the production of certified seed in Virginia. It is expected that the new service will be functioning before the fall planting season opens.

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### LIVE-STOCK MARKET INFORMATION TO BE BROADCAST ON PACIFIC COAST

In connection with the extension of the live-stock market news service the Federal Bureau of Agricultural Economics has made arrangements with the Navy Department whereby the Mare Island Naval Radio Station in California will transmit market information on the Pacific Coast, in code, by radio telegraph. The Federal live-stock offices at Los Angeles, Calif., and Portland, Ore., will receive this information and, after translating the code, release it for further dissemination.

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### NEW YORK FARMERS CAN STUDY AGRICULTURAL ECONOMICS AT HOME

Farm study courses offered by Cornell University, Ithaca, N. Y., through its Extension Service, include courses in agricultural economics and farm management. These courses are written and are carried on, free of charge, by extension specialists, along with their other extension work. A twelve-page illustrated booklet, "Studying Agriculture on the Farm" has been issued by the Extension Division to describe the home study work which is available to all residents of New York State.

BROOMCORN GROWERS LIKE COOPERATIVE METHOD OF MARKETING  
BROOMCORN GROWERS LIKE COOPERATIVE METHOD OF MARKETING

Satisfactory returns were received by members of the Portales Cooperative Broomcorn and Warehouse Association, Portales, N. Mex., for the 1922 crop, according to a recent report from C. A. McNabb, State Agent in Marketing, State College, N. Mex. Fifty-one cars of broomcorn were marketed at an average price of \$187.60 a ton, the highest price for any one ton being \$235. Since its organization in 1921, the association has been carrying on educational work with its members regarding standard methods of seeding, curing and baling the brush. Previous to the organization of the cooperative association, the brush was sold on the open market often with only one buyer in the field. When the 1922 crop was offered for sale, fifteen buyers submitted competitive bids, and the crop was shipped to different factories from the Atlantic to the Pacific, the bulk going to large Eastern factories. Preparations are being made by the association for the erection of a warehouse for grading and storing the 1923 crop.

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FLORIDA EARLY POTATOES MARKETING IN MANY CITIES

The Florida early potato crop was marketed this season in 120 different cities, in 25 States and in Canada, covering an area from El Paso to Montreal and from Miami to St. Paul, according to figures recently released by the Florida State Marketing Bureau, Jacksonville, Fla. The 1923 crop, however, was much smaller than that of 1922, due to decreased acreage and late frosts. The 1923 shipments numbered 3,200 carloads as compared with 5,051 cars in 1922. It is estimated that if all the local lots shipped by boat and express had been shipped in solid carloads the crop this season would have approximated 3,500 cars, and 5,684 cars in the 1922 season.

Fifty per cent of the 1923 crop was shipped to New York, Philadelphia and Chicago. The State Marketing Bureau is anxious that Florida potatoes be given even a wider distribution another year.

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HOW TO DEMONSTRATE EGG GRADING

A suggested outline for preparing either a boys' or girls' club demonstration team to give a public presentation of how poultry club members are learning to grade and pack eggs for market, has been prepared by the Agricultural Extension Service, University of Minnesota, St. Paul. The outline shows in detail the various steps to be followed by the demonstrators in classifying the eggs according to the general grades, "small," "dirties," and "marketable" eggs; in candling and grading the market eggs; in preserving small eggs for winter use; and in demonstrating the use of dirty eggs. Containers and other equipment used for marketing and preserving eggs are to be explained in the course of the demonstration.

Material for the subject matter of this demonstration may be had by writing N. E. Chapman, University Farm, St. Paul, Minn.



### CAMPAIGN ON TO REDUCE LIVE-STOCK SHIPPING LOSSES IN MISSOURI

Railroads, shipping associations, individual shippers and producers are cooperating with the Missouri State Marketing Bureau, Jefferson City, Mo., in a drive to reduce shipping losses of hogs. According to S. T. Simpson, Deputy Marketing Commissioner, fully fifty per cent of the losses can be prevented by observing certain precautions found effective by experienced shippers. Mr. Simpson says that the losses suffered by shippers patronizing Missouri markets amounted to more than \$275,000 last year.

In the campaign to reduce the loss of hogs in transit, a series of fifteen conferences in as many different sections of the State has been planned by the State Marketing Bureau, with the cooperation of railroads, to determine ways and means of preventing serious losses to the hog shippers of the State. The first conference will be held in Jefferson City on July 17. The meetings will continue into September and will include Chillicothe, Albany, Maryville, Sedalia, Clinton, Nevada, Springfield, Fayette, Monroe City, Kirksville, Trenton, Kahoka, Poplar Bluff and Cape Girardeau.

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### EXPERT MEAT CUTTING DEMONSTRATED IN BOSTON

Expert meat cutting was demonstrated before a large audience at the first public meeting of the Boston Meat Council, Boston, Mass., June 28. This council has been established recently in Boston to secure better cooperation between the packers and retailers. G. T. Willingmyre, Specialist in Wool Marketing, J. J. Doheny, Assistant in Marketing Live Stock and Meats, Federal Bureau of Agricultural Economics, and J. C. Cutting of the Institute of American Meat Packers, were the main speakers at the meeting.

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### GEORGIA PEACHES TO BE INSPECTED AT SHIPPING POINT

A limited shipping-point inspection of peaches will be conducted cooperatively at Macon, Ga., and some points in the Fort Valley vicinity by the Federal Bureau of Agricultural Economics and the State Bureau of Markets. It is expected that about 500 cars will be inspected under the supervision of E. E. Conklin, who represents the Federal Bureau. All growers using the inspection service will pack their peaches according to the specifications of the United States recommended grades.

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### COOPERATIVE POTATO MARKETING DISCUSSED BY COLORADO SPECIALIST

"Pooling, Financing, Storage" is the subject of a two-column story by W. F. Heppe, Extension Agent in Marketing, Colorado Agricultural College, Fort Collins, printed in the June 18 issue of the "Colorado Potato Grower." Mr. Heppe discusses each of these functions and its importance to the successful cooperative marketing of potatoes.

### ALABAMA SHIPPING URGED TO STANDARDIZE THEIR PRODUCTS

Alabama shippers of perishable farm products are being urged by the State Division of Markets, Montgomery, Ala., to adopt a uniform system of grading and packing their produce, especially in connection with interstate shipments. It is being pointed out by State marketing officials that unless more uniformity of grade is established in Alabama, shippers will not be able to compete with those States where standardization of farm products is more carefully observed.

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### LIVE-STOCK MARKETING ADDRESSES TO BE BROADCAST BY RADIOPHONE

Special lectures on marketing subjects will be broadcast in the near future from radio station WOS operated by the Missouri State Marketing Bureau, Jefferson City, Mo. On July 13, at 8:00 p.m., S. T. Simpson, Deputy Commissioner of the State Bureau, will speak on the subject, "Shipping Losses as Factors in the Marketing of Hogs," and on July 20, at the same hour, he will discuss, "The Hog Market - Past, Present and Future."

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### FLORIDA STATE PAPER TO HAVE SPECIAL MARKETING STORIES

The Florida State Marketing Bureau, Jacksonville, Fla., announces, in the July 2 issue of its "For Sale, Want and Exchange Bulletin," that the first page of future issues of the Bulletin will be devoted to special articles on agricultural and marketing topics. Grading rules and other data pertaining to the production and distribution of Florida crops will be included from time to time.

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### ARTICLES ON HOW TO MEASURE MARKET VALUES

"What Measures Market Values?" is the subject of two articles appearing in recent consecutive issues of "The Michigan Farmer," by J. T. Horner, Associate Professor of Economics and Accounting, Michigan Agricultural College, East Lansing, Mich. Professor Horner discusses the subject from the standpoint of whether or not it is wise to determine market values on the basis of production costs.

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### NEW SECRETARY APPOINTED FOR OKLAHOMA MARKET COMMISSION

In the political reorganization of the various branches of the Oklahoma State Government, Eugene Matlock has been made Secretary of the State Market Commission, Oklahoma City, superseding Ed. C. Dustin.



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# STATE AND FEDERAL MARKETING ACTIVITIES

1923

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

July 18, 1923.

Vol. 3, No. 29.

## VIRGINIA TO HAVE A MARKET-NEWS SERVICE

In planning for the establishment of a market-news service for Virginia, the State Division of Markets, Richmond, has made arrangements with the Federal Bureau of Agricultural Economics for obtaining market reports on live stock, fruits, vegetables, and dairy products. The Live Stock, Meats and Wool Division will furnish daily reports on cattle, hogs and sheep on the Chicago market, and on Mondays and Thursdays, the St. Louis reports will be included. The Jersey City livestock market reports will also be furnished when available. As soon as the Boston wool market reporting service is established, the reports will be sent each week to the Virginia Division of Markets. From the middle of August until about December 1, the Kansas City and Omaha feeder and stocker cattle market reports will be supplied.

Daily shipment reports on apples, white potatoes, peaches, watermelons, cabbage and cantaloupes will be sent from the Fruit and Vegetable Division, also f.o.b. reports on peaches, watermelons and white potatoes. The New York and Philadelphia markets on peaches, white potatoes and watermelons will be quoted.

The Dairy Division is planning to furnish daily butter quotations on the New York and Philadelphia markets.

4 K With the extension of the Federal leased-wire service, about September 1, a branch of the leased wire will be installed in the Richmond office of the State Division of Markets, thus making available all of the Federal market information.

This information from the Federal Bureau will be combined with local market reports, including the Richmond market, and will be distributed throughout the State by the Division of Markets, principally by means of newspapers and mimeographed reports.

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## NEW JERSEY TO HAVE COOPERATIVE SHIPPING-POINT INSPECTION SERVICE

Cooperative shipping-point inspection will be available to New Jersey shippers again this season. Arrangements are now being made by the Federal Bureau of Agricultural Economics and the State Bureau of Markets, Trenton, for the inauguration of the service at an early date. It is probable that apples in the southern part of New Jersey will be the first crop to be inspected. W. V. Stephens of the New York City office of the Federal Bureau will supervise the activities of local inspectors.

## COOPERATIVE MARKETING DISCUSSED AT NEW JERSEY CONFERENCE

Supply and demand alone can control the price of food products and no attempt of growers arbitrarily to fix prices ever could succeed, representatives of New Jersey farmers were assured at a conference on cooperative marketing, called in Trenton recently under the auspices of the State Bureau of Markets, Trenton, N. J. It was pointed out to farmers that the cooperative movement where successful has benefited the consumer as well as the grower by improving the distribution system and by removing obstacles to the fair merchandising of farm products, such as inferior goods and speculation.

Standardization of farm products was held by several speakers to be the only sound basis for any cooperative marketing movement among growers. Use of recognized grades in preparing products for market, it was contended, will substitute the merchandising of these products for the old practice of blind dumping and selling. As rules of sound merchandising that should be applied to the marketing of farm crops, the conferees agreed not only that crops should be standardized but that they should be put in proper packages after a study of the consumer's needs and wishes; that the period of sale should be extended by storing and processing; that the demand must be increased by advertising and other methods; that modern merchandising methods should be employed to extend the use of farm products, and that growers should sell according to demand at point of consumption and not at point of production.

Experience has indicated, the discussion showed, that farmers should never be coerced into joining a cooperative association. Only as the business advantages of cooperation appeal to the grower through educational effort, creating an actual demand for organized marketing, should organization be attempted, it was claimed, and then only on a safe and sound economic basis.

In buying, as in selling, farmers were urged in their cooperative enterprises to adopt the methods of successful business enterprises. Cooperation in buying, it was declared, must be supported by even better methods than the average business, as any saving must be secured through a lower cost of operation than would be possible for an individual buyer.

The conference entered extensively into a discussion of ways and means of conducting cooperative business and of methods that have been found successful in other sections of the country.

Representatives of the cooperative societies already organized in New Jersey, county farm agents and agricultural officials who are studying the cooperative problem attended the conference. Dr. H. C. Taylor, Chief, Federal Bureau of Agricultural Economics, was also in attendance.

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## GRADES FOR BARRELED APPLES REVISED

The grades for barreled apples recommended by the Federal Bureau of Agricultural Economics have recently been revised, and copies of the grade specifications are now available in pamphlet form. It is reported that the new grades will be the basis of packing in a number of eastern States this year.



## NEW BULLETIN DISCUSSES ROADSIDE MARKETING IN CONNECTICUT

"Roadside Marketing in Connecticut" is the subject of a new twelve-page bulletin by Paul Mehl, Extension Marketing Specialist, Connecticut Agricultural College, Storrs, and published as Extension Bulletin No. 65. By making a personal tour of the State, Mr. Mehl was able to discover the factors which have made the most successful roadside markets in Connecticut and from his experience he has written a number of valuable suggestions for those contemplating this form of agricultural selling. He says, "To make roadside marketing a success, a person must first possess a desirable location, have an adequate volume of business to justify the devoting of time and energy to looking after the stand, have an attractive display of products that are sound, of high grade and quality and are put up in appropriate sized containers which are convenient to handle, ask only reasonable prices, and finally the person selling the products should possess some sales ability, as well as be neat in appearance."

The location of stands is an important factor in roadside marketing, according to Mr. Mehl. Placing the stand where it can be seen at a reasonable distance from both sides of the road must be considered. Other items of importance in choice of location are: the use of hill-top locations; the avoidance of placing stands in proximity of trolley lines; the provision of adequate parking facilities; the use of shade trees; and the construction of a good road in front of the stand.

Signs are of great importance, too, says the marketing specialist. Two kinds of signs are necessary, those advising the passerby that he is approaching a market and those announcing the prices, grade and quality of the products. The bulletin includes a copy of the State laws on the erection of signs. The bulletin also discusses the kinds of produce to sell at the roadside market stand, and how they should be graded and packed.

A model roadside marketing building is described and pictured in this bulletin and the State laws pertaining to roadside marketing are included.

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## PROBLEMS OF AGRICULTURAL FINANCE EXPLAINED IN NEW BOOK

"Bank Credit and Agriculture" is the title of a new book by Ivan Wright, Assistant Professor of Economics, University of Illinois, Champaign, Ill. The primary purpose of the book is to show how the Federal Reserve System serves agriculture and its production and marketing operations, as compared with the old National Banking System. Professor Wright has dealt with the subject under three headings. Part I deals with the short-term credit needs of agriculture; Part II, with agricultural credit conditions under the National Banking System; and Part III explains how the Federal Reserve System serves agriculture. The appendices set forth the fundamental principles of the bank credit facilities provided for agriculture in foreign countries and the mortgage credit facilities in the United States and foreign countries. The book is published by the Lightner Publishing Corporation, New York City.

## NEW FRUIT ACT PASSED BY CANADIAN GOVERNMENT

The new fruit act, passed by the Canadian Parliament, and which supersedes the Fruit Marks Act of 1901, makes provision for new grades for apples, crabapples, and pears packed in boxes, and new packages for apples, pears, cherries, plums, and berries. Under the terms of the act both the producer and consumer are given greater protection in the sale and purchase of Canadian and imported fruits. The terms, No. 1, No. 2, Domestic and No. 3, as applied to apples, crabapples, and pears packed in boxes, have been superseded by the designations "Extra Fancy," "Fancy," and "C Grade." In barreled apples, "Domestic" grade has been changed to increase the percentage free from worm holes from 80 to 90. All fruit packed in open packages bearing any of the grade marks specified in the act must comply with the grade requirements as defined therein. It is made an offense to handle fruit roughly in process of picking and packing.

Boxes containing apples, pears and peaches are required to show the number of specimens in each box. The new act also includes a clause providing that an inspection certificate shall be prima facie evidence of the grade and condition of the fruit or packages referred to therein.

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## WISCONSIN ESTABLISHES GRADES FOR SOUR CHERRIES

State grades for sour cherries have been established by the Wisconsin Department of Markets, Madison, Wis., and are being used by shippers this year for the first time. It was deemed necessary to establish the grades in order that a basis would be provided for efficiently marketing the cherry crop of the State.

The grades as outlined provide for a "Wisconsin Fancy" which will be the standard grade for commercial shipments. In this grade certain requirements for quality and condition are outlined and a tolerance for variations incident to commercial grading and handling is provided. In addition there are certain requirements for packing and marking the containers. Cherries not intended to be marketed as "Wisconsin Fancy" shall be designated as "Ungraded."

The grades as adopted will be used in the operation of the carlot shipping-point inspection service on cherries which is being furnished Wisconsin shippers by the State Department of Markets with the cooperation of the Federal Bureau of Agricultural Economics.

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## BULLETIN ON LEGAL PHASES OF COOPERATION REVISED

A revision has just been issued of United States Department of Agriculture Bulletin, No. 1106, entitled, "Legal Phases of Cooperative Associations." Legal questions with respect to the organization, conduct, and operation of cooperative associations are discussed in this publication. Additional citations are given in the revised edition of the bulletin. Copies may be obtained, free, from the Division of Publications, United States Department of Agriculture, Washington, D. C.



### SPECIAL REPORTING SERVICE FOR DAIRY INDUSTRY TO BE ESTABLISHED

A special reporting service, the object of which will be to forecast as far in advance as possible the number of dairy cows on farms, also the production of milk, is being inaugurated by the Federal Bureau of Agricultural Economics in the leading dairy States. A tentative plan of reporting is now being tried in an experimental way in the New England States, New York and Wisconsin.

It is planned to send out a monthly inquiry which will include questions as to the number of dairy cows and heifers on the farm at the end of each month, as well as the number of heifers and calves. Data on the number of dairy cows and heifers bred each month, the number of heifers freshening with their first calves, and the number of other cows freshening each month will be obtained. Information as to the sales of dairy cows and heifers for slaughter, as well as the number of deaths monthly, will be compiled. The production of milk and the number of cows milked will also be reported on the schedules.

It is also planned to secure information concerning feed and pasture conditions for inclusion in the reports on the dairy industry.

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### EGG-CANDLING REGULATIONS BEING ENFORCED IN WISCONSIN

The egg candling regulations recently issued by the Wisconsin Department of Markets, Madison, Wis., are proving of value to the egg interests of the State. Inspectors of the State Department are visiting egg buyers in order to check up on the results of the candling order. The inspectors report that in most instances the regulations requiring that all eggs be candled before being offered for sale are being complied with by the shippers. Dealers state that shipments are generally improving and fewer bad eggs are found. The Department is drawing up forms of complaints which will be used in proceedings against shippers who continue to sell bad eggs. Shipments are being inspected in transit to points both within and without the State and dealers are being advised that before making such shipments all the regulations be observed.

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### PUSH-CART BUSINESS IN BOSTON DESCRIBED IN SERIES OF ARTICLES

Results of the research study of the influence of the push-cart vendor on glutted markets, conducted cooperatively by the Massachusetts Division of Markets, Boston, and the Federal Bureau of Agricultural Economics, are being published in a condensed form in "Current Affairs" the official publication of the Boston Chamber of Commerce. Cuts are used in the series of articles to illustrate certain phases of the push-cart business. The State Division of Markets is reprinting the page devoted to this review each week in order that further distribution of the results of the study may be made.

### CONFERENCE CALLED TO CONSIDER CHANGES IN COTTON STANDARDS

A conference to consider changes proposed by the Liverpool Cotton Association in the United States official cotton standards is being held today in the Washington offices of the Federal Bureau of Agricultural Economics. Invitations to attend the conference were sent to about 25 representatives of the American cotton industry, as well as to the European associations.

Under the terms of the agreement to make the American cotton standards the universal standards in world trade it is provided that changes in grades may be made upon a 75 per cent majority vote at a conference between the European Exchanges and the American cotton industry. The European associations as a group are allowed 50 per cent of the votes and the American cotton industry and the United States Department of Agriculture the other 50 per cent of votes.

The British delegates to the conference are in favor of eliminating from the middling and strict middling boxes of the standards the high colored bales characteristic of Texas and North Georgia cotton. Under the Cotton Futures Act changes in grades must be published one year in advance of the time when they go into effect.

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### CONNECTICUT FARMERS TO STUDY MARKETING PROBLEMS

Since poultry marketing is one of the big problems in Connecticut, considerable time will be devoted during Farmers, Week at the Connecticut Agricultural College, Storrs, July 30 to August 3, to discussions on various phases of this subject. The cooperative method of marketing eggs will be explained by Paul Mehl, Extension Marketing Specialist, and by the president of the Eastern Connecticut Poultry Producers' Association. "Cooperative Grain Buying for Poultrymen," and "Publicity Pointers for Selling Connecticut Poultry Products" will also be given careful consideration.

The addresses on marketing will also include discussions on the following subjects: "Quality Milk and a Sure Market," "Will It Pay to Make High Quality Milk in Connecticut?" "Vegetable Marketing Problems in New England," and "Beef Marketing in the East."

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### SPECIFICATIONS FOR OFFICIAL WOOL STANDARDS ISSUED IN PRINTED FORM

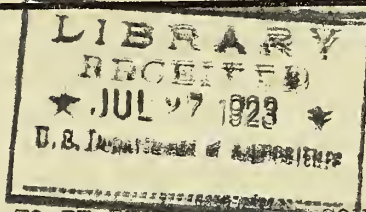
The official wool standards of the United States for grades of wool, which became effective July 1, 1923, have been issued by the United States Department of Agriculture as Service and Regulatory Announcements - Agricultural Economics No. 75. Specifications are given for the following seven grades of wool: Fine, One-Half Blood, Three-Eighths Blood, One-Fourth Blood, Low One-Fourth Blood, Common, and Braid. A brief history of the development of the wool standards is also included. Copies of the announcement may be obtained free from the Division of Publications, United States Department of Agriculture, Washington, D. C.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

July 25, 1923.



Vol. 3, No. 30.

## STATE-WIDE MARKET NEWS SERVICES TO BE DEVELOPED IN SOUTHEASTERN STATES.

With the extension of the Federal leased wire service to the Southeastern States about September 1, several of the State marketing agencies are planning to develop State-wide market news services. The Florida State Marketing Bureau, Jacksonville, Fla., is planning to install in its office a drop of the leased wire. Extensive distribution will then be given the Federal market reports, using telephone, telegraph and other means of placing the information at the disposal of the cooperative associations and other interested agencies. With the cooperation of press associations and local newspapers the entire producing area of the State can have ready access to the Federal market information.

The Extension Service of the Clemson Agricultural College, Clemson College, S. C., expects to install an extension of the Federal leased wire. The Division of Markets of the Extension Service plans to have field men in the principal shipping areas during the season and the marketing information flashed over the leased wires will be furnished these representatives for further dissemination.

A drop of the leased wire is also planned for the offices of the North Carolina Division of Markets, Raleigh, N. C. Live Stock, fruit and vegetable reports are of special interest during the shipping season and will be given wide distribution over the State by the Division of Markets.

The plans for Richmond, Va. were outlined last week.

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## FEDERAL SPECIALISTS TO GO ABROAD.

Lloyd S. Tenny, Assistant Chief, Arthur W. Palmer, Specialist in Cotton Marketing, and G. T. Willingmyre, Specialist in Marketing Wool, all of the Federal Bureau of Agricultural Economics, will sail on the Leviathan from New York for England, July 28. Later they will visit the continent.

Messrs. Tenny and Palmer will arrange for the administration of the United States cotton standards Act in cooperation with the cotton exchanges and associations of England and the continent. They will also take up the question of vesting in members of the several foreign exchanges the authority to determine finally the true classification as to grade and color of American cotton.

Messrs. Tenny and Willingmyre will make a study of the English method of grading wool.

### UNIQUE AGREEMENT FOR JOINT SHIPPING-POINT INSPECTION IN UTAH.

Federal-State inspection of fruits and vegetables at shipping points in Utah will be conducted by a force organized under an enabling act passed by the last session of the State Legislature. This act authorizes the State Department of Agriculture to district the State for general inspection and pest-control purposes. Each district comprises several counties. The same act authorizes, but does not compel, the counties to levy a tax of one-tenth of a mill for the support of these inspectors who are to be permanent employees of the Commissioner of Agriculture assigned to the different districts and counties wherein these taxes are levied and transferable at the option of the Commissioner as the work may demand. The inspectors are to be charged with weights and measures work, rodent, rabbit and grasshopper control, horticultural inspection, etc. Incidentally, it is expected that they will inspect fruits and vegetables at shipping points.

A sufficient number of counties have levied these taxes to insure the appointment of a permanent force almost sufficient to handle all inspection work of the State. Since their salaries are paid by taxation, there will be no occasion for the State to collect any fees for inspectors' services in those counties which have levied the taxes.

The new agreement for joint shipping-point inspection work made between the State Board of Agriculture and the Federal Bureau of Agricultural Economics provides that the Federal Bureau shall bear all expenses of supervision and will charge a specific fee of \$1.00 per car for this service. Fees will be collected for the Bureau by the State.

For shipping-point inspections in counties which have not levied these taxes, shippers will probably be charged a fee of \$5.00 a car, \$4.00 going to the State and \$1.00 to the Federal Government.

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### ARRANGEMENTS MADE FOR JOINT SHIPPING-POINT INSPECTION IN WEST.

Cooperative shipping-point inspection of fruits and vegetables in Colorado on a voluntary instead of compulsory basis as last year is provided for in the agreement just entered into between Joseph Passonneau, Director of Markets, the State Board of Agriculture and the Federal Bureau of Agricultural Economics. Substantially the same organization built up last year when inspection was compulsory will be utilized. E. F. McKune, who was W. F. Allevelt's assistant last year, will be the Federal Supervising Inspector in charge.

In Nebraska, arrangements have been completed between the State Bureau of Markets and Marketing and the Federal Bureau for inspection of potatoes at shipping points. Such inspection is mandatory under the State law. V. V. Westgate, formerly in charge of the Omaha office of the Federal Bureau of Agricultural Economics, has been selected as Federal Supervisor to take charge of the service.

Cooperative shipping-point agreements have been renewed with the States of Washington, Oregon and California. These agreements differ only in minor details from those in force last year.



### WOOL GRADING PROVES PROFITABLE IN VIRGINIA

A wool classifier has been furnished by the Virginia State Division of Markets, Richmond, to grade the wool assembled at the warehouse of the Virginia Cooperative Sheep and Wool Growers' Association at Alexandria, Va. Through this association, a purely cooperative marketing organization, growers have been able to obtain the full market value for their graded wool. During the 1921 season, the State Division of Markets reports, growers were able to find a ready market for their product at about five cents a pound advance over individual shippers. Last year the average price for wool sold through the growers' cooperative organization was about seven cents a pound more than was received by those who used the old channels of trade with the speculative features. Prices being offered this season are from ten to twenty cents a pound more in sections where the association is functioning the strongest, State officials assert.

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### UNITED STATES COTTON STANDARDS TO BE REVISED

A revision of the United States cotton standards is to be made as a result of the conference held in Washington last week between representatives of the Liverpool Cotton Exchange, the Manchester Cotton Association, the American cotton trade and officials of the U. S. Department of Agriculture. The revised standards, which will be the universal standards for cotton of American growth, will retain American names and include but slight changes in four grades. They will go into effect August 1, 1924. Trading for the year following August 1, 1923 will be upon official standards promulgated July 26, 1922, which have previously been accepted as universal standards.

The changes involve the substitution of some samples of slightly less creamy color in the Good Middling, Strict Middling and Middling grades. However, there is retained in each of these grades samples with creamy color which in the opinion of the American cotton trade was desirable in order that the boxes of standards fairly represent the American cotton crop. A very slight change will be made in the Strict Low Middling box.

The foreign delegates at the conference held proxies for the following organizations which have adopted universal standards: Liverpool Cotton Exchange; Manchester Cotton Association; Federation of Master Cotton Spinners' Association of England; Baumwoll Borse, Bremen; Syndicat de Commerce des Cotons, Havre; Associazione Cotoniera Italiana, Milan; Centre Algodonero, Barcelona; Association Cotoniere de Belgique; Vereeniging Voor Den Katoenhandel, Rotterdam.

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### ILLINOIS NOW HAS A COOPERATIVE MARKETING BILL

The Illinois Cooperative Marketing Bill was signed by Governor Small. The Act provides for the incorporation of cooperative associations and became effective July 1.

## LIST OF AGRICULTURAL BUSINESS ORGANIZATIONS IN VIRGINIA AVAILABLE

A new list of the agricultural business organizations in Virginia has been issued by the State Division of Markets, Richmond, Va. The list is published in six different parts, as follows:

1. Cooperative Live-Stock Marketing and Shipping Associations.
2. Live-Stock Improvement Associations.  
Beef Cattle: Shorthorns, Angus, Herefords.  
Dairy Cattle: Holsteins, Guernseys, Jerseys.
3. Swine: Poland, Chinas, Duroc Jerseys, Berkshires.  
Wool Marketing.  
Horses.  
Dairy, Creamery and Cheese Associations.  
Bees.
4. Fruit and Vegetable Organizations.  
Poultry.  
Special Organizations.
5. Cooperative Farmers' Union Exchanges.
6. Managers of Farm Bureaus.

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## WOOL DAY TO BE FEATURED AT A CALIFORNIA COUNTRY FAIR

September 14 is to be "Wool Day" at the Humboldt County Fair, the program having been arranged by the Humboldt Wool Growers' Association, which is a branch of the California Wool Growers Association, San Francisco, Calif. Growers from Yolo and Sutter Counties are cooperating and more than 150 sheep are to be exhibited. Demonstrations will be given of grading wool and of sorting sheep by Professors R. F. Miller and J. F. Wilson, Sheep Specialists, University of California, Berkeley, and a representative of a meat company will explain market classes of sheep. The State association offers to aid any other district to arrange a similar program.

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## BROADCASTING SCHEDULE OF MARKET REPORTS BY RADIO ISSUED

A schedule of the Federal, State and private broadcasting stations sending out radio market reports has just been issued in revised form by the Federal Bureau of Agricultural Economics. The schedule gives the name and call letters of each station, type of transmission and wave length used, the nature of the reports and the time sent. Copies of the schedule may be obtained from the Division of Information, Federal Bureau.



### COURSES IN AGRICULTURAL COOPERATION TAUGHT IN OUR COLLEGES

A recent survey made by the Federal Bureau of Agricultural Economics reveals the fact that 19 out of 77 colleges and universities in the United States are offering special courses in agricultural cooperation. From the 77 replies received to the questionnaire sent out, 27 were from agricultural colleges, 36 from State universities, and 14 from endowed universities and colleges.

Eleven of the agricultural colleges and 8 State universities are teaching courses in cooperation. It is of interest to note that none of the endowed institutions offer a special course in cooperation, although 10 report that the subject is taught in connection with other courses.

Four of the 19 schools reporting offer two courses each in this subject. Eight institutions have courses entitled "Cooperation in Agriculture", two offer "Cooperative Marketing" courses, two give courses in "Principles of Cooperation", and three give courses in accounting for co-operatives.

In addition, 59 institutions reported that more or less time was devoted to cooperation in other courses, such as general economics, agricultural economics, marketing or farm management.

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### GRADED POTATOES BRING PREMIUM TO LOUISIANA FARMERS

"With the advent of the mechanical sizer, the adoption of the United States potato grades, cooperative marketing, and certified seed, the Triumph potato industry in Louisiana is due a better day," states G. L. Tiebout, Horticulturist with the Extension Division, Louisiana State University, Baton Rouge. The associations comprising the Louisiana Farm Bureau Irish Potato Growers' Exchange have been grading their potatoes by machine and as a result have profited by the increased returns. Many independent shippers and associations are also using the modern mechanical sizers, Mr. Tiebout advises.

At concentration point, where only a few cars are loaded by a considerable number of farmers, the sizing machine is located at the car and each farmer's potatoes are passed over the grader, put up in even-weight sacks and credited to him, according to the grade.

Buyers greatly desire the machine-graded stock, Mr. Tiebout reports, and it readily brings a premium over field-run or hand-graded potatoes.

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### FEDERAL OFFICE AT ST. JOSEPH, MO. TO BE CLOSED.

The St. Joseph live stock and meat office of the Federal Bureau of Agricultural Economics, located at South St. Joseph, will be closed with the termination of July 31.

#### NEW YORK MARKETS BUREAU CHANGES NAME AND ASSUMES NEW DUTIES

Effective July 1, the cold storage enforcement work carried on by the Bureau of Markets and Storage of the New York State Department of Farms and Markets, Albany, N. Y., was transferred to the Dairy and Food Bureau of the same Department, under the direction of Kenneth F. Fee. The name of the Bureau of Markets and Storage was consequently changed to "Bureau of Markets". On July 1, also, the former Bureau of Cooperative Organizations was merged with the new Bureau of Markets. H. D. Phillips remains director of the new consolidated bureau.

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#### C. P. NORGORD OF WISCONSIN NOW LOCATED IN NEW YORK

C. P. Norgord has recently resigned as State Commissioner of Agriculture in Wisconsin to accept the position of Assistant Commissioner of the New York State Department of Farms and Markets, Albany, N. Y. Mr. Norgord's new duties will be confined chiefly to the dairy interests of the State.

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#### ADDITIONAL MARKET REPORTING STATIONS TO BE OPERATED

It is planned by the Federal Bureau of Agricultural Economics to operate a temporary field station at Kennett, Mo., for the issuing of market reports on watermelons from about August 1-22. Potato reports will be issued from a temporary station at Caldwell, Ida., from about August 1 to September 1.

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#### FEDERAL LEASED WIRE TO PACIFIC COAST INSTALLED

The leased wire service of the Federal Bureau of Agricultural Economics has been extended to San Francisco with drops at Denver and Salt Lake City. Communication with offices of the Federal Bureau at Los Angeles and Portland, Ore. will be established by radio telegraph in an experimental way as soon as the necessary arrangements can be completed.

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#### RULES UNDER COTTON STANDARDS ACT TO BE ISSUED

Rules and Regulations under the cotton standards Act have been signed by the Acting Secretary of Agriculture and will be available for distribution in the near future. Copies may be had by applying to the Federal Bureau of Agricultural Economics, Washington, D. C.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

August 1, 1923.

Vol. 3, No. 31.

## OKLAHOMA TO HAVE FEED, HAY AND GRAIN REPORTING SERVICE.

The Oklahoma State Market Commission will be assisted by the Federal Bureau of Agricultural Economics in inaugurating a system of market reporting on hay, feed and grain. The Federal Bureau will furnish weekly prices, and a summary of conditions covering these commodities to the Commission which will issue reports from its headquarters at Oklahoma City, Okla., to farmers and other interested persons in the State. The service will start as soon as necessary arrangements have been completed and will be similar to that now in effect in most of the eastern States.

The request from the Oklahoma Commission to the Federal Bureau states that the hay, feed and grain problem is a difficult one to handle in that State because of the inability to secure satisfactory quotations for these commodities.

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## NATIONAL HAY ASSOCIATION TO HELP ESTABLISH FEDERAL HAY GRADES

The Grades Committee of the National Hay Association recommended that the Association give its support to the United States Department of Agriculture in devising a workable system of inspection and practical grades and that the incoming Grades Committee be instructed to advise with and assist the Department in establishing grades. This recommendation was accepted at the annual meeting of the Association held at West Baden, Ind., last week.

The Federal Bureau of Agricultural Economics, which has charge of the hay standardization work, was represented at the convention by W. A. Wheeler, H. B. McClure and K. B. Seeds of the Washington office, and S. N. Swartwout, Federal Hay Inspector at Auburn, N. Y. An exhibit was shown in the convention hall and the grades and inspection service were explained, and their use in promoting better marketing was discussed by the Federal representatives.

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## WEST VIRGINIA AMENDS WEIGHTS AND MEASURES LAW.

The legal weight of a bushel of potatoes in the State of West Virginia was changed from 60 pounds to 56 pounds by the last legislature. Forty-eight pounds of buckwheat, instead of 52 pounds, now constitute a bushel by virtue of the same act. This law became effective July 25.

## FRUIT CROP PROSPECTS CONSIDERED AT WASHINGTON MEETING.

The reduction in the size of the fruit crop of the Middle Atlantic States as a result of a very heavy drop since the blossoming period was one of the principal subjects considered at a meeting of representative fruit growers, State marketing officials, freight and traffic agents of various railroads, and representatives of the Federal Bureau of Agricultural Economics, who met in Washington, D. C., July 25.

Following the custom of the last two years, this meeting was called by the marketing officials of Maryland, Virginia, West Virginia, Delaware, and Pennsylvania, and the United States Department of Agriculture to furnish an opportunity to discuss fruit crop conditions and the marketing of the 1923 deciduous fruit crop for the States involved.

The meeting was presided over by W. H. Somers, Chief, Bureau of Markets, Department of Agriculture of West Virginia.

The principal speaker was John B. Shepard, Agricultural Statistician for New York State, who spoke on apple and peach prospects in the United States. Fruit conditions in each State were outlined by the representatives of the States, as follows:

Maryland: S. B. Shaw and F. B. Bomberger,

Virginia: F. Earl Parsons,

West Virginia: W. H. Somers,

Delaware: W. T. Derickson,

Pennsylvania: P. R. Taylor and W. C. Lynn,

Representatives of the Pennsylvania, B. & O., and Norfolk and Western railroads presented facts concerning car supplies and train service. The American Railway Express was also represented.

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## REPORT SHOWS WIDE VARIATIONS IN COSTS OF MARKETING HOGS

Costs of marketing hogs in the central corn belt show extremely wide variations in both home and terminal markets, according to a preliminary report just prepared by the Federal Bureau of Agricultural Economics. An analysis has been made of shipments by two hundred cooperative associations in 1921. It discloses such extreme differences in unit costs that averages appear of little value as representations of marketing expense. In discussing marketing costs, evidently the first requirement is to know whose cost you are talking about.

The Bureau's study indicates, for example, that between the local expense of the association with the lowest cost and that of the association with the highest, there was a spread of nearly one thousand per cent. Cost per one thousand pounds shipped was about 30 cents for the association with the lowest cost. For the association with the highest cost it was about \$3.00. It is said, however, that the local costs of the different associations covered such a diversity of functions that "management" was practically the only item common to them all.

Copies of this mimeographed report may be obtained from the Bureau of Agricultural Economics, Washington, D. C.



### EGGS FOR HATCHING TO BE CERTIFIED BY NEW JERSEY

Eggs of guaranteed grade for table use have become a factor of recognized importance in the poultry market, but a New Jersey breeders' organization now agrees to guarantee under official certification of the New Jersey State Department of Agriculture, the pedigree behind the eggs it sells for hatching purposes.

The movement for the protection of buyers and sellers of eggs from breeding stock has been launched at Hightstown, N. J. by poultrymen who style themselves the Originator's Branch of the New Jersey Black Giant Club.

The plan was adopted after thorough discussion at a conference with agricultural officials, called by A. C. McLean, county agent. Among the officials attending were A. L. Clark, Chief, and Paul B. Bennetch, Dairy and Poultry Grade Specialist, of the State Bureau of Markets; Professor W.C. Thompson and Professor Hervey, of the Poultry Department of the State Agricultural College.

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### BULK OF MAINE POTATOES TO BE INSPECTED

Between 10,000 and 12,000 cars or 60% of the Maine potato crop will be inspected at shipping points this year, according to F. G. Robb, Specialist of the Federal Bureau of Agricultural Economics, who recently returned from Maine. Both the growers' association and the shippers' association will use the service extensively.

As a result of an agreement made with the Maine Division of Markets, the Federal Bureau of Agricultural Economics proposes to appoint a Supervising Inspector to direct the work of the corps of some 20 inspectors. These inspectors will be employed by the Division of Markets and licensed by the Federal Bureau.

The popularity of shipping-point inspection work may be judged when it is stated that last year the Federal Bureau inspected less than 500 cars of potatoes and employed but two or three men for the work.

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### FEDERAL GRADES FOR RICE AVAILABLE.

United States grades for rough rice have been prepared and the United States grades for milled rice have been revised, the Federal Bureau of Agricultural Economics announces. Both sets of grades are being issued as permissive standards, effective August 1, but they are not being promulgated under the United States grain standards Act.

These grades are based on the results of investigation conducted by W. D. Smith, in charge of Rice Investigations for the Bureau. Mimeographed copies of the specifications for each set of standards are now available and may be had upon application to the Bureau of Agricultural Economics, Washington, D. C. Later the specifications will be printed as Department of Agriculture circulars.

### SORGHUM GROWERS ORGANIZE PURE SEED ASSOCIATION.

Growers of grain sorghum in eastern New Mexico marketed their 1922 crop through their own marketing association for the first time and at prices considerably in advance of grain prices. For several years C. A. McNabb, Agent in Marketing, State College, N. Mex., persuaded a few painstaking farmers to grow pure seed and in 1922 this was distributed largely in one community with instructions to plant it where it would not mix with sorghum from adjoining fields or with volunteer plants. When the crop was nearly matured the agronomist from the State College inspected the fields and certified as to the purity of the seed. All growers whose seed was pronounced pure were then organized into a Pure Seed Association, and the seed was cleaned, graded and marketed. The appearance and yield of the crop were so marked that it is expected that the 1923 crop in the same section will be largely from strictly pure seed.

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### GROCERS TO AID NEW JERSEY IN MARKETING COSTS STUDY

Information regarding the costs of marketing food products will be made available through a survey of conditions under which farm products are retailed in the City of Trenton. Agreeing to open their books for a confidential study of the subject by agents of the New Jersey State Bureau of Markets, thirty-five prominent food merchants, members of the Trenton Retail Grocers' Association, have taken the first organized stand among New Jersey retailers to seek facts and figures on the costs of distribution.

Extensive studies of marketing methods and costs have been made by the State marketing bureau, but never before, the officials say, has an organized movement of grocers made possible the important information that the Trenton survey is expected to uncover.

General retail store operating costs and the actual costs of handling various staples will be considered. Trenton grocers, in agreeing to co-operate with the State Market Bureau, contend that confidence of the public is one of the best assets of their business, and they believe customers will find as much of interest as the trade itself in studying the figures uncovered by the survey.

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### BALTIMORE LIVE STOCK REPORTS TO BE BROADCAST.

Live stock market reports from the Baltimore Union Stockyards will be broadcast through the Arlington Naval Radio Station by the Federal Bureau of Agricultural Economics beginning August first. This service is being established in response to a demand from producers and others in the Southeastern States, and especially in Virginia, for Baltimore live stock market reports. In response to other requests received by the Federal Bureau, it is planned to give a similar service on the Jersey City, New York and Lancaster markets.



### SURVEY INDICATES SALE PRICES OF PURE BRED HOGS IN 1922.

In a recent survey made by the Federal Bureau of Agricultural Economics, of the sale of pure bred swine in 1922, reports were received on a total of 30,382 hogs sold. Five breeds were represented. The number of hogs of each breed on which reports were received were as follows: Berkshire, 1,762; Chester White, 8,922; Duroc Jersey, 8,556; Hampshire, 4,910; and Poland China, 6,232. The average price received for each breed, including all ages and both sexes at private and auction sales, was Berkshire, \$30.57; Chester White, \$42.72; Duroc Jersey, \$45.91; Hampshire, \$44.42; and Poland China, \$41.94. The auction sale averages were from \$10 to \$25 above those sold at private treaty. This was due partly to the large number of pigs under 8 months of age sold privately and to the larger number of bred gilts, service boars and bred sows sold at auction.

All sales reported at less than \$7.50 per head were omitted in calculating the averages as it was thought that sales at such low figures were not legitimate pure bred sales. The highest prices by breeds were Chester White, \$740; Poland China, \$500; Hampshire, \$500; Duroc Jersey \$550; and Berkshire, \$250.

Of the 30,382 hogs on which reports were received, 421 were sold at a price of \$150. or more. They were distributed according to breeds as follows: Berkshire, 19; Chester White, 158; Duroc Jersey, 130; Hampshire, 47; Poland China, 67. Although there were a few bred sows and gilts that sold above \$150. the average price was about \$50.

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### SHORT COURSE IN POULTRY CULLING GIVEN BY MISSOURI.

A two-day short course in poultry culling was given by the Missouri College of Agriculture at Columbia, July 26 and 27. H. L. Shraeder, Poultry Specialist of the Extension Service, directed the study.

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### NEW MEXICO EGG CIRCLES REPORT PROFITABLE YEAR.

A million eggs sold in 1922 for \$30,000 with no complaints registered, is reported by the Mesilla Valley Poultry Association of New Mexico. The highest price for the year was 60¢ and the lowest 30¢, with an average of 37-1/6¢ per dozen, including culls.

Two egg circles in Otero County reported in May of this year that their entire product was being sold on the El Paso market at \$9.60 to \$9.75 per case. At the same time C. A. McNabb, Agent in Marketing, State College, N. Mex., found that eggs coming from the eastern part of the State through the old channels from producer to local grocer, to wholesale produce merchant, to wholesale and retail dealers in El Paso, were jobbing at \$5.90 with a slow market.

### WHEAT FEED NAMES DEFINED.

The following wheat by-product terms defined by the United States Department of Agriculture were approved by the Missouri State Board of Agriculture, according to the Missouri Clip-Sheet. The terms refer to usage in the Northwest, Southwest, and Eastern sections.

Bran is uniformly used in all three sections as the trade name.

Standard Middlings in the Northwest is the same as Brown Shorts in the Southwest and Brown Middlings in the East.

Flour Middlings in the Northwest is the same as Gray Shorts in the Southwest and Gray Middlings in the East.

Red Dog in the Northwest is the same as White Shorts in Southwest and White Middlings in the East.

Wheat Mixed Feed seems to be the same term everywhere.

"Shipstuff" has no specifically definite meaning, although it seems to apply in all cases to wheat products only.

"Shorts" and "Middlings" are words often used synonymously, but "Middlings" rather imply the finer materials.

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### POOLING OF FEEDSTUFFS CONSIDERED.

Plans for the pooling of feedstuffs requirements of the Grange League Federation, the Pennsylvania Farmers' Cooperative Federation and other organizations were discussed at a meeting at Harrisburg, Pa., July 23. P. R. Taylor, Director of the Pennsylvania Bureau of Markets, and other officials of the Pennsylvania Bureau, G. C. Wheeler of the Federal Bureau of Agricultural Economics, representatives of the various state dairymen's associations and others participated. Mr. Wheeler discussed certain features affecting the distribution of feedstuffs among cooperative exchanges.

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### REPORT ISSUED ON RETAIL MEAT TRADE IN FIVE WISCONSIN CITIES

A preliminary report has just been issued of the study conducted by the Federal Bureau of Agricultural Economics, during the summer of 1922, of the retail meat trade in five cities of Wisconsin, 1921. In each of the cities, Milwaukee, Racine, Madison, Green Bay and Eau Claire, schedules containing general information were secured from all the stores handling fresh meats. The report is based on the data thus obtained from 635 stores.

During this canvass of stores, information was also secured concerning the accounting records and financial data available. These stores were later visited by accountants, and operating data were carefully analyzed. Records of 64 stores were available for this analysis.

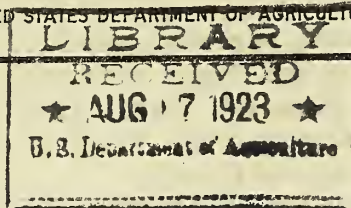
Copies of the mimeographed report may be obtained from the Cost of Marketing Division, Federal Bureau of Agricultural Economics.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
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Vol. 3, No. 32.

## BUREAU OF STANDARDIZATION AND MARKETS ESTABLISHED IN ILLINOIS

In order to put into operation the inspection and standardization service authorized at the last session of the Illinois Legislature, a new Bureau of Standardization and Markets was created August 1, in the State Department of Agriculture, Springfield, Ill. H. W. Day, formerly Associate Farm Adviser of Cook County, Ill., was appointed as head of the new bureau. Mr. Day is a graduate of the University of Illinois, where he specialized in horticulture, and is well fitted for his new position. Following graduation he served on the staff of the Department of Horticulture for several years. As Farm Adviser in Cook County Mr. Day has had an opportunity to become well acquainted with the fruit and vegetable industry of the State. He is known all over the State and thoroughly understands the work and viewpoints of the State Department of Agriculture, the county farm bureaus, and the cooperative associations. Thorough cooperation among these various groups is considered essential in carrying out the inspection service authorized under the new law.

B. M. Davison, Director of the State Department of Agriculture, held conferences recently in several important producing sections to explain the new law and to secure the advice and cooperation of growers in regard to putting the new service into effect.

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## COLORADO ADOPTS A STATE-WIDE AGRICULTURAL POLICY

A State-wide agricultural policy, which includes marketing, was formulated at a recent conference of Colorado extension workers called by the Colorado Agricultural College, Fort Collins. The outline as agreed upon is designed to serve as a guide in the development of the farming industry of the State on a permanent scientific basis, for the five-year period beginning January 1, 1924. The outstanding features of the policy are as follows:

"Make farm returns commensurate with ability, risk and investment involved. Adapt production to market requirements. Market crops through your own live stock. Grow cash crops that the market wants. Standardize on variety and quality of cash crops and market them in an orderly fashion, first supplying home demands. Adapt crop rotation and the farming business to meet the economic conditions implied in the above program."

### MISSOURI MARKETING BUREAU TO HAVE EXHIBIT AT STATE FAIR

An exhibit covering various phases of the marketing program being conducted in Missouri by the State Marketing Bureau, Jefferson City, is being prepared for the Missouri State Fair at Sedalia, August 18-25. This is the third consecutive year that the Marketing Bureau has been represented at the State Fair with an exhibit.

A simple, inexpensive radio receiving set with a loud speaker will be used for copying market news broadcast from station WOS of the State Marketing Bureau at Jefferson City. The reports will be exhibited on a bulletin board at the radio booth.

The field work of the State Bureau in grain, dairy and poultry products will be given special emphasis. The combination of bread, butter and eggs as important food products will be used to emphasize the necessity of Missouri producers to improve the quality of these three products if top prices are to be expected therefor.

The United States Standard Wool Grades will constitute the nucleus around which an exhibit of fleeces and custom-made and home-made woolen goods will be built.

A potato exhibit showing the merits of and the factors that enter into Federal shipping-point inspection, together with exhibits of apples, watermelons and other fruits and vegetables, will also be given.

An entirely new feature of the Marketing Bureau's display at the State Fair will be an automatic stereopticon. This machine will be in continuous operation showing improved methods of handling and marketing several of Missouri's most important farm products, including live stock.

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### APPLE EXHIBIT TO BE FEATURE OF NEW JERSEY FARM WEEK

A commercial apple exhibit is to be featured during Farm Week at Trenton, N. J., next January, according to an announcement just made by the State Bureau of Markets, Trenton. The exhibit is being arranged in order to give the public a better idea of the high standards that have been attained by New Jersey growers in marketing their apples. The fruit will be displayed in market containers instead of as plate and individual specimens. There will be classes for bushel containers and other special consumer packages.

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### TEXAS ADOPTS UNITED STATES OFFICIAL COTTON STANDARDS

The United States Official Standards for cotton have been established as the official standards of grade or other class for cotton in the State of Texas, by an order of the Commissioner of the Markets and Warehouse Department, Austin, Tex. The standards became effective in Texas, August 1, 1923.



## NEW JERSEY FARMERS RECEIVE DAILY MARKET REPORTS BY RADIO

Radio stations in Philadelphia, Pa., and Newark, N. J., are again flashing daily market reports to New Jersey farmers, the wireless service inaugurated last summer by the State Bureau of Markets, Trenton, N. J., having been renewed for the period covering the heaviest crop movements. State market reporters, with the cooperation of the Federal Bureau of Agricultural Economics, are gathering data that enable the grower, without leaving his farm, to know market conditions before making his daily shipments.

From Philadelphia the wireless reports are broadcast by station WFI, at 10:15 a.m., and 1:00 p.m. The morning report shows the supplies and general market conditions on farm products and live stock. The afternoon message carries the general wholesale market prices in Philadelphia and New York on cabbage, cantaloupes, potatoes, tomatoes and other seasonal fruits and vegetables.

The Newark and New York vegetable market on New Jersey produce is covered in the report from Newark station WAAM, at 9:15 a.m.

Hundreds of farm houses throughout the truck and fruit belt of New Jersey are now equipped with radio receiving outfits, with the result that the market reporting service by wireless has become a factor of economic importance to producers. Banks and department stores in many farming centers also have installed receiving sets that bring the market news bulletins to the immediate attention of interested farmers.

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## DEPARTMENT OF INFORMATION ORGANIZED IN OREGON EXTENSION SERVICE

A department of information and exhibits was organized in the Extension Service of the Oregon Agricultural College, Corvallis, July 1. Through this department all publicity matter of the Extension Service will be developed. Radio programs, exhibits at fairs, circulation of stereopticon slides and motion picture reels of an educational nature, and news articles, fall within the scope of this department.

On July 1 the Extension Service News, the monthly publication of the State Extension Service, was discontinued.

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## COURSE IN AGRICULTURAL COOPERATION TO BE OFFERED TO MICHIGAN STUDENTS

In preparation of a course in agricultural cooperation to be offered to students at the Michigan Agricultural College, East Lansing, Mich., John T. Horner, Associate Professor of Economics and Accounting, recently spent some time in Enid, Okla., studying the cooperative marketing methods used by the Oklahoma Wheat Growers' Association. This association has also furnished data to the University of Minnesota, the North Dakota Agricultural College, the Oklahoma Agricultural and Mechanical College, and to the University of Oklahoma.

### COOPERATION BETWEEN CONSUMER AND PRODUCER URGED IN GEORGIA

Closer cooperation is being urged between Georgia growers and consumers by the State Bureau of Markets, Atlanta, Ga. City consumers are being advised of the desirability of purchasing Georgia-grown products, while the farmers themselves are again having their attention called to the necessity of carefully grading and packing all produce before offering it for sale. In a recent editorial on this subject, the State Bureau says:

"There is no reason why Georgia products should not equal in market value the products of any State in the Union. But we must realize that we can not get top-notch prices for inferior grades.....Sell your high-grade products as such and sell your culls as culls. Always deliver what you sell according to quality and grade. Let the buying public realize that Georgia products are as good or better than those from other sections, and the marketing problem is half solved.

"The city dweller and the farmer must know, sympathize and cooperate with each other before ideal conditions can be reached."

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### STATE-WIDE POULTRY MARKETING SURVEY TO BE MADE IN NEW YORK

Plans are now under way to conduct a State-wide poultry marketing survey in New York State. The New York State College of Agriculture, Ithaca, and the State Farm Bureau Federation are cooperating in the study which is expected to reveal many facts of vital interest and importance to poultrymen of the State. The survey has already been started in Suffolk County, under the supervision of the County Agricultural Agent. A list of all poultrymen in the county having flocks of 75 birds or more, has been compiled, and questionnaires are being sent to each name appearing on the list. Summarization of the questionnaires revealing specific marketing information will be made by the Poultry Department at the State College of Agriculture. Based on the information received it is expected that an adequate poultry marketing program for the State can be prepared.

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### RECORD ESTABLISHED LAST YEAR BY TEXAS MARKET NEWS SERVICE

Between 400 and 500 individual market news stories were issued by the Texas cooperative market news service, to papers of Texas and to national produce periodicals, during the year ending July 1, 1923. J. Austen Hunter, Assistant State Marketing Agent, Markets and Warehouse Department, Austin, Tex., is in charge of the market news work conducted cooperatively in that State by the Markets and Warehouse Department, the State Department of Agriculture, the University of Texas, and the Federal Bureau of Agricultural Economics. The market reports received over a branch of the Government's leased wire, are broadcast daily from the radio station at the University of Texas.



### UNIQUE PLAN OF COOPERATION TO BE TESTED IN NEW MEXICO

A unique plan of cooperation is described in the annual report of C. A. McNabb, Agent in Marketing, State College, N. Mex. The owner of a private creamery at Clayton proposed to local producers that they form an organization and contract with him to supply a given quantity of butter fat each day, for which he would pay at time of delivery six cents a pound less than quotations for No. 1 butter on the Chicago Butter Exchange. The owner would agree to furnish the plant, ice, his own time as manager, and divide profits 50-50 with producers.

As the proposition seemed practicable, a plan of procedure was worked out with the aid of the State Agent in Marketing. A form of agreement was prepared to which signatures are now being secured. As soon as the required quantity of cream is assured all subscribers will be called together and an association will be organized. The plan provides for the usual marketing contract between members and the organization, and also a cross contract between the organization and the owner of the creamery.

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### OREGON TO FORMULATE A STATE-WIDE AGRICULTURAL PROGRAM

Plans are already being made for a conference to be held at the Oregon Agricultural College, Corvallis, January 21-24, 1924, to formulate an agricultural program for the State. Problems of production and marketing, as well as related subjects, will be considered. The advisability of holding such a conference has been under consideration for some time.

It is planned to organize the conference along commodity lines. Those persons interested primarily in fruit will form one division and will draw up a program that will become one section of the State agricultural program. In a similar manner live stock, farm crops, dairy groups, and other divisions will be developed. There will be special sections devoted to agricultural credits and transportation.

All agencies having to do with agriculture, including farm organizations, cooperative associations, bankers, commercial and business associations, will be asked to assist in developing this program and putting it into operation.

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### COLD STORAGE FACTORS SUMMARIZED FOR WISCONSIN DEALERS

A summary of factors to be observed in placing shell eggs, dressed poultry, and frozen eggs in cold storage, is given in the July 31 issue of the Market News Letter, published by the Wisconsin State Department of Markets, Madison. Such factors as preparation of commodities before storing, grading, construction and operation of warehouses, ventilation, temperature, humidity, stowing, containers, storage period, and shrinkage, are briefly set forth in tabular form for each of the above mentioned commodities.

## COOPERATIVE MARKET REPORTING EXTENDED TO COLORADO AND MICHIGAN

Market news reports on peaches and potatoes are now being issued by the Federal Bureau of Agricultural Economics, with the cooperation of the State Director of Markets, Denver, Colo., from a temporary station located at Grand Junction, Colo. The peach market will be reported until about September 15, while the potato reports will be issued until the first of November. It is planned to issue apple reports from the Grand Junction office from September 1 to November 1.

Beginning about August 15, peach, grape and apple reports will be issued from Benton Harbor, Mich., by the Federal Bureau of Agricultural Economics with the cooperation of the Michigan Department of Agriculture, Lansing, Mich. The market reports on peaches will be terminated about September 15, while the grape and apple reports will be continued until the middle of October. Potato reports from this station will probably be issued from September 15 to October 15.

The Federal Bureau contemplates opening a temporary field station at Rocky Ford, Colo., to report the cantaloupe movement from that section during the month of September.

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## WHEAT MARKETING DISCUSSED BY AGRICULTURALISTS OF SOUTHWEST

"Reduce wheat acreage, practice intelligent diversified farming, and market through a State wheat growers' association," was the decision reached by leading agriculturalists of the Southwest for the securing of a better price for wheat, at a recent conference in Wichita, Kans., called by J. A. Whitehurst, President of the Oklahoma State Board of Agriculture, Oklahoma City. Representatives from Oklahoma, Kansas, Texas, Nebraska, Missouri and Colorado were present at the meeting. It was generally agreed that less acreage meant a better price for wheat, that diversified farming would enable the farmer to raise his own food, and that cooperative marketing would enable the farmer to get a greater share of the consumer's dollar and help him to realize a profit.

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## TENNESSEE SHEEP GROWERS LIKE COOPERATIVE METHOD OF MARKETING

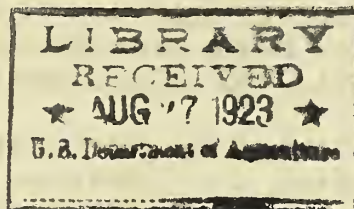
Cooperative marketing has gained renewed favor in Maury County, Tenn., as a result of the cooperative lamb and wool sales held this spring and summer, according to a recent account by the Extension Service of the University of Tennessee, Knoxville. Approximately 26,000 pounds of wool were sold through the county pool, bringing 50 1/4 cents a pound for clear wool, 44 cents for light burry, and 37 cents for medium burry. The local market on the day of the sale was 45 cents for clear wool.

Six lamb sales held in the county also realized substantial profits to the producers.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



August 22, 1923.

Vol. 3, No. 33.

## PENNSYLVANIA TO HOLD HEARING ON GRADES FOR WHEAT, APPLES AND POTATOES

A final hearing on grades for soft winter wheat, apples and potatoes which have been proposed for adoption by Pennsylvania producers, will be held, August 28, by the Pennsylvania State Bureau of Markets, at Harrisburg. The grades to be discussed at the hearing are similar to those in use in many of the other States at the present time. The wheat grades are the same as those in effect in all interstate commerce by act of Congress and adopted by all the important grain exchanges. Potato grades to be considered are the United States standards which have been accepted as standard for the entire country. The grades for apples were put on trial in Pennsylvania by the Bureau of Markets and last spring were revised and approved by a committee representing fruit organizations in Maryland, West Virginia, Virginia and Pennsylvania.

The grades, if adopted, will not be compulsory, it being entirely optional with the individual grower whether or not he wishes to follow the grades in preparing his crop for market. Pennsylvania producers have expressed a desire to have the grades for these three commodities established as the State standards for Pennsylvania.

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## IMPROVED METHODS OF DISTRIBUTION TRIED FOR JERSEY PEACHES

Improved methods of distribution are playing an important part in extending the markets for Jersey peaches this summer, according to the State Bureau of Markets, Trenton, N. J. Greater effort is being made to distribute the crop wisely to scattered markets, rather than to dump all the products of Jersey orchards on New York City and Philadelphia markets. The use of improved refrigerator cars for long hauls makes it possible for Jersey peaches to seek more distant outlets.

Home markets are also receiving better attention from shippers. Motor trucks are carrying the fruit direct to nearby cities, instead of making those cities depend upon a redistribution system from the big terminal markets.

This improved marketing system is giving growers better returns, preventing glutted markets and assuring consumers over a wide area of the possibility of buying fresh peaches at fair prices.

## MARKETING FUNDAMENTALS TO BE TAUGHT THROUGH PICTURES

Automatic stereopticon machines will be installed in numerous public places throughout Missouri as a means of educating the public regarding production and marketing problems, if present plans of the State Marketing Bureau, Jefferson City, Mo., materialize. Negotiations with the railroads are now under way to place the stereopticon machines in conspicuous places in the Union Stations of several cities, including Kansas City, St. Louis, St. Joseph, Springfield, Joplin, Carthage and Hannibal.

It is the belief of the State Marketing Bureau that fundamental principles of marketing, and agriculture in general, can be presented in an impressive way to thousands of persons who otherwise could not be reached.

Improvement in quality and better marketing methods will be presented in attractive colored slides with brief words of explanation on the following Missouri farm products: dairy and poultry products, grain, live stock, wool, fruits and vegetables, cotton, tobacco, and others.

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## FIXED DISCOUNTS ON WEIGHT PER BUSHEL TO BE ENFORCED IN OREGON

An order has been issued by C. E. Spence, State Market Agent, Portland, Ore., that the law passed by the State Legislature, two years ago, establishing fixed discounts for wheat, according to test weight per bushel, shall be complied with on and after September 1, 1923. All members of the grain trade and country points have been notified accordingly.

Although this law was obligatory and carried the emergency clause which made it effective immediately upon being passed, no action was ever taken by State officials to enforce it.

The law states that the premiums and discounts shall apply to all contracts entered into for the sale of unscoured wheat, which, according to those interpreting the law, would mean that any grain sold on contract must be settled for on the basis of these discounts so far as the factor weight per bushel is concerned.

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## VIRGINIANS URGED TO IMPROVE THEIR EGG INDUSTRY

In the campaign which is being carried on to develop the egg industry of the State, the Division of Markets, Richmond, Va., has written a lengthy article on "Better Eggs for Market - Better Market for Eggs" which appears in August Bulletin No. 190 of the State Department of Agriculture.

The possibilities of expanding the industry, the production of quality eggs, and the grading and packing of eggs for market are among the subjects discussed. Cuts are used to illustrate the various types of eggs commonly found in our markets.

The tentative classes, standards and grades of eggs proposed by the Federal Bureau of Agricultural Economics are printed in full.



### OHIO CONSIDERS STATE GRADES FOR PEACHES, APPLES AND ONIONS

Adoption of the United States standards for peaches, apples and onions, as the standard grades for Ohio, was recommended by representatives of the State Department of Agriculture, the State Horticultural Society, and the State Farm Bureau Federation, at a meeting held in Wooster, last week. A resolution was passed asking the State Commissioner of Agriculture to adopt and promulgate the Federal grades in Ohio. H. W. Samson, Specialist in Standardization, Federal Bureau of Agricultural Economics, attended the meeting and conferred with the representatives regarding the use of the grades.

While in Ohio, Mr. Samson drew up an agreement with the State Department of Agriculture for the inspection of these commodities at shipping points. It is expected that the peach inspections will begin the last of this month at Gypsum and Danbury.

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### MISSISSIPPI EXPERIMENT STATION TO CONDUCT MARKETING STUDIES

Studies in the economics of marketing are to be undertaken in the near future by the Farm Management Department of the Experiment Station at the Mississippi Agricultural and Mechanical College, Agricultural College, Miss. In studying the marketing side of agriculture it is planned to trace the products from the farm to the consumer and thus determine the spread or difference in the price paid the farmer and the price paid by the consumer. It is thought that the study will be of great value in determining the part that marketing systems play in the prices obtained for farm products and those paid for farm supplies.

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### FEED MARKET REPORTING SERVICE BENEFICIAL TO NEW YORK FARMERS

The new feed and grain market reporting service started last month by the New York State Bureau of Markets, Albany, with the cooperation of the Federal Bureau of Agricultural Economics, is meeting with considerable success, according to H. D. Phillips, Director of the Bureau. Many additional requests have been received for the placing of names on the mailing list. Arrangements have been made to add to the report information of the hay markets in Boston, New York City, and Philadelphia.

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### MICHIGAN PRINTS GRADE SPECIFICATIONS FOR APPLES AND GRAPES

Michigan grades for apples and grapes have recently been printed in circular form by the State Bureau of Foods and Standards, Lansing, Mich. Circular No. 103, just issued by the Bureau, gives the general law governing the shipment of fruits and vegetables.

## NEW YORK HONEY PRODUCERS POOL THEIR PRODUCT

A pool containing about 160 tons of buckwheat honey has been organized by twenty of the larger honey producers in New York State, according to a recent report from the State Bureau of Markets, Albany. A movement is also on foot to use the plant and equipment of the Maple Producers' Cooperative Association, Inc., at Syracuse, N. Y., for the blending of clover honey, so that a standard product may be put on the market by the Empire State Honey Marketing Cooperative Association. Details of the plan have not been fully developed, however, a number of the larger honey producers have signified their intention of pooling about 75 tons of honey for this project.

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## GEORGIA TOMATO GROWERS TO TRY NEW MARKETING VENTURE

A new marketing venture is to be tried by Georgia tomato growers this year, according to the Extension Division of the State College of Agriculture, Athens, Ga. Farmers of Baldwin County have planted tomatoes which will mature just after frost. These tomatoes upon being picked will be wrapped in paper, packed in baskets or crates and allowed to ripen in the house, to be marketed late in the season. The farmers have signed an iron-clad contract and have employed a field man to supervise the growing and marketing of their crop.

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## AGRICULTURAL FORECASTS DISCUSSED BY CHIEF OF FEDERAL BUREAU

"Agricultural Forecasting" is the subject of a paper prepared by Dr. H. C. Taylor, Chief, Federal Bureau of Agricultural Economics, for students of Agricultural Economics in the summer session at Cornell University, Ithaca, N. Y. In his paper Dr. Taylor emphasizes the importance of economic forecasts in their relation to the problems of farm management, the marketing of farm products, and the development of a National Agricultural Policy. Copies of the paper are available for distribution.

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## HEARINGS TO BE HELD ON REGULATIONS FOR STORAGE OF PEANUTS

Hearings on the tentative regulations for the storage of farmer's stock of peanuts will be held by the Federal Bureau of Agricultural Economics at Suffolk, Va., August 27; Albany, Ga., August 29; and Fort Worth, Tex., September 1. Copies of the tentative regulations, as prepared by the Warehouse Division, have been sent to all interested persons.

H. S. Yohe, in charge of administration of the United States Warehouse Act, under which law the regulations are drawn, will conduct the hearings.



### EXAMINATION FOR HAY STANDARDS HELPER ANNOUNCED

An open competitive examination for Hay Standards Helper to be held September 19, 1923, has just been announced by the United States Civil Service Commission. Vacancies in the Federal Bureau of Agricultural Economics will be filled from this examination at salaries ranging from \$900 to \$1,200 a year, plus the \$240 bonus.

Competitors will be rated on spelling, penmanship, clerical tests, arithmetic and practical questions on handling hay samples in laboratory or for display purposes.

The duties of this position will be to assist in the hay standardization laboratory of the Federal Bureau, in the separation of hay samples for analysis and to assist in the preparation of display boxes, also to assist in connection with seed standardization.

Further information regarding this examination may be obtained from the Civil Service Commission, Washington, D. C.

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### NEW YORK APPLES TO BE MARKETING COOPERATIVELY

With the assistance of the State Bureau of Markets, Albany, N. Y., the Hudson Valley Fruit Growers' Cooperative Association, Inc., which was organized and incorporated for the purpose of acting as a central sales agency for the local cooperative packing houses already established and to be established in the Hudson Valley, has completed its plans for the central selling of 35,000 to 40,000 barrels of apples, mostly winter varieties. This estimated volume of business is being furnished by five local member associations. All fruit will be pooled and the operations of the central will be conducted on a cooperative basis.

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### MARKETING SURVEY IN ALBANY AROUSES INTEREST

The Mayor of Albany, N. Y., and one of the local newspapers are taking special interest in the marketing survey which the State Bureau of Markets is conducting in that city. The Mayor has appointed a special marketing committee to cooperate in the work which the State Bureau is doing. Much interest is being shown in the Albany market reports which the Bureau is publishing especially for the use of consumers.

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### ADDRESS LISTS REVISED

The address list of the fruit and vegetable market news stations operated by the Federal Bureau of Agricultural Economics has been revised to August 15, 1923. Also a revised list of the names and addresses of the Inspectors of the Fruit and Vegetable Division of the Bureau has just been issued. Copies of both of both of these lists are available for distribution.

## NEW BULLETIN DISCUSSES ACCOUNTING RECORDS FOR SHIPPING ASSOCIATIONS

"Accounting Records and Business Methods for Live-Stock Shipping Associations" is the subject of Department Bulletin No. 1150, just issued by the United States Department of Agriculture. The bulletin, written by Frank Robotka, Assistant in Farm Management, Iowa State College of Agriculture, and a Collaborator with the Federal Bureau of Agricultural Economics, is handled under the following general headings: What forms are needed; The Cash Journal; The need of permanent records; and Marketing methods. Copies of this publication may be had by writing to the Division of Publications, United States Department of Agriculture, Washington, D. C.

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## WASHINGTON EXTENSION SERVICE ISSUES BULLETIN ON MARKETING

"How We Help Farm Marketing" is the subject of Bulletin No. 102 issued in June by the Extension Service of the State College of Washington, Pullman, Wash. This bulletin prepared by R. M. Turner, Assistant Director of Extension, is in the form of questions and answers on various phases of the marketing subject. The main marketing functions, as well as important data bearing on the development of cooperative marketing in Washington, are thus set forth.

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## SPECIAL MARKET REVIEWS ON FRUITS AND VEGETABLES TO BE ISSUED

Special reviews of the principal commodities at the close of their respective marketing seasons will be prepared by the Chicago office of the Fruit and Vegetable Division, Federal Bureau of Agricultural Economics, and sent to all persons whose names appear on the regular mailing list of that office. This service will be similar to the work recently undertaken by the New York City office of the Division.

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## SUPPLEMENT ISSUED TO NEW YORK BULLETIN ON COOPERATIVE ASSOCIATIONS

A supplement to Bulletin No. 150, "List of Cooperative Associations in New York State," has been printed by the State Bureau of Markets, Albany. This supplement brings the bulletin up to date as of July 1, 1923.

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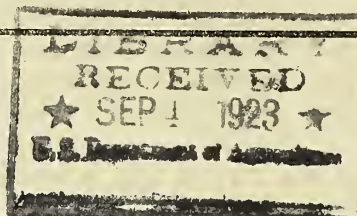
## REGULATIONS FOR COTTON WAREHOUSES AVAILABLE IN PRINTED FORM

"Revised Regulations for Cotton Warehouses," as approved May 29, 1923, have been printed as Service and Regulatory Announcements, No. 76, by the United States Department of Agriculture.



# STATE AND FEDERAL MARKETING ACTIVITIES

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August 29, 1923.

Vol. 3, No. 34.

## PENNSYLVANIA TRADE TO COOPERATE IN LIVE STOCK MARKET REPORTING SERVICE

Monthly reports of the stocker and feeder cattle movement from the Lancaster, Pa., market are to be furnished the State Bureau of Markets, Harrisburg, Pa., and the Federal Bureau of Agricultural Economics, by commission firms at the Union Stockyards at Lancaster, according to arrangements just completed. At practically all other markets information on stocker and feeder movements is obtained from the local stockyards company, but at Lancaster conditions are such that it is impossible for the stockyards company to compile such a report from its records. However, the commission firms at Lancaster generally know whether the cattle sold by them are bought for stocker or feeder purposes and when it was explained that it was to the public interest that complete information regarding the movement from the Lancaster yards be made available they readily agreed to cooperate by keeping a record of the stock handled.

Much credit is due A. E. Seaman, the Lancaster representative of the State Bureau, for obtaining the cooperation of the commission firms. Mr. Seaman will assemble the reports weekly and compile them for publication in the monthly report of the receipts and disposition of live stock at public stockyards which appears in the weekly publication, "Weather, Crops and Markets," put out by the Federal Bureau.

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## CONNECTICUT TO CONDUCT RESEARCH STUDIES IN AGRICULTURAL ECONOMICS

Research work in agricultural economics is being planned by the Connecticut Agricultural College, Storrs, Conn., under authority granted by the last session of the State legislature. The purpose of the studies, which will be conducted by the Departments of Agricultural Economics and Farm Management, is to make available to farmers, teachers and editors the facts upon which an economically sound agricultural program can be built up for the individual farm and for the community and State as a whole.

In the marketing studies to be made, data will be collected relative to imports of farm products into various Connecticut cities, prices and market demand, methods, practices and facilities with relation to Connecticut farm products.

General economic surveys will be made to make available a true inventory of the agricultural resources of the State.

Cost-of-production studies will also be carried on.

## REPORT DESCRIBES TERMINAL HANDLING OF PRODUCE AT PORT OF NEW YORK

A report has been submitted by W. W. Drinker, Acting Chief Engineer of the Port of New York Authority, of the work conducted by W. P. Hedden, who was cooperatively employed as Research Agent in Marketing by the Federal Bureau of Agricultural Economics and the Port of New York Authority, to conduct a study of the terminal handling and distribution of fruits and vegetables at the Port of New York. The report is divided into six parts as follows:

1. A study of the fruit and vegetable traffic movement within the Port of New York District.
2. A study of the commercial practices of the produce trade which influence terminal handling.
3. An analysis of existing cost data on terminal handling of fruits and vegetables.
4. Fruit and vegetable terminal facilities.
  - Appendix A. Size of platform truck for distributing central market bulk deliveries.
  - Appendix B. Platform space required for unloading bulk-delivered produce, displaying for sale and distributing to purchasers' trucks at Manhattan primary market.
  - Appendix C. Floor space required for the display of samples at central Manhattan market of fruit held in bulk at New Jersey receiving station.
5. Progress report on retail margin study and preliminary studies of jobbing markets for fresh fruit and vegetables in the Port of New York District.
6. Special studies of three jobbing markets in the Port of New York District.
  - A. The Newark jobbing market.
  - B. The Gansevoort jobbing market.
  - C. The Harlem jobbing market.

The Federal Bureau is planning to release portions of the report in mimeographed form.

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## CALIFORNIA STANDARDIZATION LAW NOW APPLIES TO JUICE GRAPES

Rules and regulations for enforcing a new provision in the California fruit and vegetable standardization law governing shipments of juice grapes were drafted at a joint conference last week of officials of the State Department of Agriculture, Sacramento, and the county commissioners of horticulture of the various grape-growing counties. The meeting was called and presided over by G. H. Hecke, Director of the State Department of Agriculture.

To meet the standards under the new law, 90 per cent of juice grapes must be in good condition. All grapes must come up to the sugar content which calls for not less than 17 per cent Balling Scale. Heretofore juice grapes were excluded from the standardization laws.



## STANDARDIZATION OF ALL FARM PRODUCTS AIM OF FLORIDA MARKETING BUREAU

More thorough standardization of Florida's fruits and vegetables is one of the chief aims of the State Marketing Bureau, Jacksonville, Fla. In a recent message to farmers and truck growers, L. M. Rhodes, State Marketing Commissioner, said:

"All good marketing is based on quality and condition, and that quality and condition should be stated in every deal through the proper use of grades and standards. Economic conditions, weather, delays and deterioration in transit, the purchasing ability of consumer, the available supply of the product and various other things play a part in the merchandising of fruit and vegetables. But the grower or shipper whose products start to market well graded and properly standardized, will invariably get more liberal returns.

"Even if grading leaves from 25 to 40 per cent of our crops in the field, I believe our returns would be greater and the expense of marketing much less. It would save labor, crates, paper, cartage, express and freight. The promotion of better grading and standardization of Florida products will mean much better quality of products to the consumer, greater income to the producer, and more progress and wealth for Florida."

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## VIOLATORS OF WISCONSIN EGG CANDLING ORDER ARE SOUGHT

Three methods are being used to locate violators of the egg candling order, issued in June by the Wisconsin Department of Markets, Madison. Personal visits are made by agents of the Department, shipments are checked in transit, and inspections are made at concentration points. All violations found are reported to the Madison office for such action as the Department may see fit to bring. During the past few weeks over 1,000 shippers were visited, 79 of whom were not candling their eggs or using candling certificates as provided in the order.

Dealers report that fewer bad eggs are being found in country shipments, which makes it apparent that the extra care which producers and shippers are using in preparing their eggs for market is bringing results. The reputation that is being established for Wisconsin eggs is resulting in producers and shippers receiving the highest market price for their products.

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## COLORADO MARKETING SPECIALIST RESIGNS

W. F. Heppe has resigned as Specialist in Marketing for the Extension Service of the Colorado Agricultural College, Fort Collins, to accept the position of field agent for the Colorado Potato Exchange, with headquarters at Pueblo. Mr. Heppe took up his new duties August 20, which include standardization and grading work, and other expert service along lines with which he has been familiar for the past several years.

### WISCONSIN BULLETIN DISCUSSES MERCHANDISING OF FARM PRODUCTS.

"Merchandising Farm Products" is the subject of Circular No. 161, just issued by the Agricultural Extension Service of the University of Wisconsin, Madison. Dr. Theodore Macklin, Professor of Agricultural Economics, author of the publication, has set forth the following keystones of merchandising success:

"A commodity marketing company must render necessary marketing services. It must be so created and operated that it renders unexcelled service with the greatest efficiency.

"An adequate volume of business is essential to permit and insure minimum per unit cost of operation.

"Standardized products must be produced for this company and must be absolutely dependable in quality and pack.

"This standardized product must be attractively named and advertised. This means that it must be made known to enough consumers to win 'two satisfied buyers where only one indifferent purchaser existed before.'

"The full and hearty backing and cooperation of the necessary distributing trade, such as brokers, wholesalers, and retailers, must be won and maintained.

"Constant distribution of this standardized product must be so timed and placed as to let every consumer that desires to buy be able to obtain the goods when wanted.

"The farmer who makes the highly demanded product must receive a better price. In other words, the farmer must be enabled to get what his product sells for to the consumer, less only the necessary merchandising margin or costs."

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### WEST VIRGINIA GROWERS EMPLOY AN EXPERT WOOL GRADER

The West Virginia Cooperative Wool Growers' Association, which this year signed a five-year contract with over a thousand wool growers of the State, is being called upon to handle a large pool this season. Frank Greenwood, an expert wool sorter of Philadelphia and at one time employed by the Federal Bureau of Agricultural Economics in the wool work in Missouri, has been engaged by the association to assist in classifying the wool assembled at Clarksburg, W. Va. Between 75,000 and 100,000 pounds of wool await his attention.

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### MARKETING OF NEW JERSEY FRUITS AND VEGETABLES TO BE STUDIED

The New Jersey Agricultural Experiment Station, New Brunswick, N. J., is planning to cooperate with the Federal Bureau of Agricultural Economics and the Port of New York Authority in studying the marketing of New Jersey-grown fruits and vegetables in New York City markets.



## MARKET QUOTATIONS WILL BE HANDLED PROMPTLY THROUGH MAILS

Announcement has been received from the Post Office Department that all mail containing market quotations will be given prompt attention in all branches of the postal service. Since market quotations are subject to sudden fluctuations, the value of which would be destroyed if delayed in the mails, this procedure has been taken in order to bring farmers and stock raisers in closer touch with the market and to assist them in timing the movements of their crops and stock. It has been requested by the Post Office Department that the words "Market Quotations" be printed on envelopes containing such matter.

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## ARTICLES EXPLAIN COOPERATIVE MARKETING MOVEMENT IN DENMARK

"Cooperative Marketing in Denmark" is the general subject of a series of articles by Chris L. Christensen, Investigator in Marketing, Federal Bureau of Agricultural Economics, which has recently appeared in a number of leading agricultural journals. These stories, based on a two-years' study in Denmark, explain what cooperative marketing is in that country, how it works, and what principles have contributed to its success. A limited number of copies of the articles are available for distribution and may be obtained from the Division of Information, Federal Bureau of Agricultural Economics.

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## MARKET SUMMARY OF NEW YORK LETTUCE DEAL ISSUE

A market report summary of the New York lettuce deal has been prepared by the Rochester office of the New York State Department of Farms and Markets. The report shows the carlot movement and destinations of New York lettuce from July 5 to July 31. Of the total number of cars shipped, 1,280, New York City received 712 carloads. Philadelphia used the next largest number, 244. New York lettuce also found ready markets in Connecticut, Illinois, Indiana, Maryland, Massachusetts, Michigan, Missouri, New Jersey, Ohio, Pennsylvania, Rhode Island, and in Washington, D. C.

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## AGRICULTURAL SITUATION IN HUNGARY DISCUSSED IN REPORT

Results of the extensive study of the agricultural situation in Europe, particularly in reference to Hungary, conducted last year by Louis G. Michael, Foreign Agricultural Economist with the Federal Bureau of Agricultural Economics, are set forth in a mimeographed report just completed. Mr. Michael presents in statistical form, the agricultural conditions existing in Hungary in 1921, together with comparative pre-war figures for the principal crops.

Copies of the report may be obtained from the Federal Bureau.

## EXAMINATION ANNOUNCED FOR ASSISTANT MARKETING SPECIALIST

An examination for Assistant Marketing Specialist (Economic Marketing Research) will be held by the United States Civil Service Commission September 19, 1923. Vacancies in the Federal Bureau of Agricultural Economics will be filled from this examination at entrance salaries ranging from \$2,100-\$3,000.

The duties of appointees will be to assist in conducting economic research in the marketing of agricultural products, to compile the results of such research, and to prepare suitable material for publication concerning the subject.

Competitors will be rated on practical questions relating to economic marketing studies in the field, on a thesis submitted on day of examination, and on education, training and experience.

Further information regarding this examination may be obtained from the United States Civil Service Commission, Washington, D. C.

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## MARKETING STORIES TOLD IN TRAVELOGUE FORM.

"Travelogue of a Nut" is the subject of the marketing story in the August 13 issue of Current Affairs, the weekly publication of the Boston Chamber of Commerce. This is one of a series of travelogues which is appearing in this publication. The others include the marketing adventures of a hog, a prune, and an egg. These stories are reprinted each week by the Massachusetts Division of Markets, Boston, in order that they may be given further dissemination.

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## STANDARDIZATION CONFERENCES HELD IN COLORADO

A series of conferences on grades for farm produce to be used by the new State inspection service in Colorado has just been concluded with farmers by E. F. McKune, supervisor of the new service. Fifteen meetings were held on the Western Slope in compliance with the State law requiring the fixing of standards satisfactory to producers and shippers using the inspection service.

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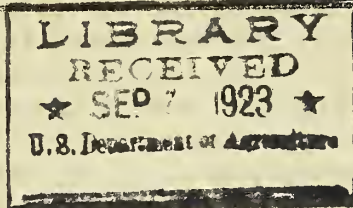
## CALIFORNIA MARKETING CHIEF MAY RESIGN

Announcement has been received that Fred N. Bigelow, Chief of the California Division of Markets, Sacramento, will shortly resign in order to take up new duties as secretary of the California-New York Steamship Company. This organization, recently formed, will operate a fleet of fast refrigerated ships carrying perishable fruits and vegetables from California ports to the Atlantic seaboard.



# STATE AND FEDERAL MARKETING ACTIVITIES

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OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



September 5, 1923.

Vol. 3, No. 35.

## SOUTHEASTERN STATES NOW RECEIVING GOVERNMENT MARKET INFORMATION

Operation of the leased telegraph wire system of the United States Department of Agriculture in Southeastern States began September 4. Telegraph stations on the circuit for the reception of market news put out by the Federal Bureau of Agricultural Economics are functioning at Richmond, Va., and Atlanta, Ga., and by the end of the week stations will be opened at Raleigh, N. C., and Columbia, S. C. On November 1, it is planned to open a station at Jacksonville, Fla.

The establishment of the new service makes available to the Southeast daily information on movement, prices and condition of fruits and vegetables at the leading market centers of the country, similar data on live stock and dairy products, and periodic information on farm commodities in cold storage. By cooperative arrangements with the State marketing agencies in Virginia, Georgia, North Carolina, South Carolina and Florida, wide dissemination will be given the market news sent over the wires. Through the press, and by means of radio broadcasting stations it is expected that farmers and other agricultural interests in the Southeast will have access to the important agricultural news of the day.

The extension of the leased wire system is in response to a long-felt need in the Southeast for current market news from the leading consuming markets in the North and West. During the war it will be remembered that such a service was established and operated by the Federal Bureau, but subsequent curtailments in Congressional appropriations caused its discontinuance. Its re-establishment in part at this time is made possible by appropriations provided by the last Congress.

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## HANDLING OF PERISHABLE PRODUCE IN ALBANY STUDIED

The New York State Bureau of Markets, Albany, recently made a detailed record of the handling of one hundred cars of perishable produce arriving in Albany. This study covered the number of packages in each car, the time required to unload, demurrage charges, number of trips from car to wholesale store in unloading number of units carried each trip, and the amount of wastage in the car. The main object of the study was to determine some basis for estimating the savings which might be affected by locating the wholesale district adjacent to the railroad yards.

## LOUISIANA WAGES CAMPAIGN FOR ERECTION OF SWEET POTATO STORAGE HOUSES

A campaign for the erection of storage houses for sweet potatoes is being waged by the Extension Division of the Louisiana State University, Baton Rouge. The necessity of providing suitable storage facilities for this season's crop, in order to prevent severe loss to growers, is being set forth by M. Hull, Sweet Potato Specialist with the Extension Division. Plans and specifications for building the storage houses are being offered by the Extension Division, also personal supervision in erecting the houses and assistance throughout the curing period of the potatoes.

The storage house, in addition to keeping the potatoes at a minimum of loss from decay, possesses the following advantages, Mr. Hull points out:

"1. The curing process improves the flavor of the potatoes and makes them more salable.

"2. The expense and labor of making the dirt banks each year is done away with.

"3. The house can be entered and the potatoes removed during wet or cold weather, which is not practicable with dirt banks.

"4. The house can be used for the storage of other farm produce after the removal of the sweet potatoes."

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## WOMEN ASSIST IN GATHERING RETAIL MARKET REPORTS IN ALBANY

Members of the Albany City Club, are cooperating with the State Bureau of Markets, Albany, N. Y., in compiling information for the special report on the Albany Public Market which the Bureau is issuing daily for the benefit of housewives. Reports as to retail prices paid for fruits and vegetables by members of the Club are compiled weekly. Thirteen volunteer reporters are sending in reports on forms which the Bureau provides. The information thus gathered is compared with the record of wholesale prices secured by the bureau representatives and makes possible an interesting study in price margins taken by retailers and peddlers. The results indicate that these margins range from 20 per cent to 400 per cent, the most frequent being from 25 to 100 per cent.

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## HEARINGS ON PEANUT STORAGE REGULATIONS SATISFACTORY

Very few changes in the regulations for the storage of peanuts, as tentatively drafted by the Federal Bureau of Agricultural Economics, were suggested at the public hearings held last week at Suffolk, Va., Albany, Ga., and Fort Worth, Tex. The hearings were well attended by producers, cleaners, bankers, warehousemen, representatives of growers' organizations, and State marketing officials.

It is expected that regulations for the storage of peanuts under the warehouse Act will be issued in the very near future.



## REPORT ISSUED ON BOSTON MILK ADVERTISING STUDY

"A Method Survey of Some of the Influences Affecting Consumer Demand for Milk in Metropolitan Boston" is the subject of a preliminary report issued jointly by the Federal Bureau of Agricultural Economics and the Massachusetts State Division of Markets, Boston. The survey upon which the report is based was started in September, 1922, by Eldon C. Shoup, Kenneth H. Berst, and Stanley R. Camp, Research Agents in Marketing, under the administrative direction of J. Clyde Marquis, Director of Information, Federal Bureau, and W. A. Munson, Director of the State Division of Markets.

In order to build up a store of information which will yield the desired facts and principles for advertising farm products it was decided to choose milk for the initial study because of the universal distribution of this product and its many scattered publicity campaigns. In outlining the procedure to be followed in making the study it was determined, first, to make an objective study of past and contemporary advertising including an analysis of various types of advertising and publicity and an investigation of the methods used by different organizations. Second, it was decided to make a personal interview survey among consumers in order to obtain the consumer's viewpoint; and third, to make a statistical study of the available data bearing upon milk consumption and an estimate of the weight of the various factors influencing demand.

A summary of these various methods is set forth in the preliminary report, copies of which may be obtained from the Division of Information, Federal Bureau of Agricultural Economics.

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## OKLAHOMA FARMERS URGED TO STUDY THEIR OWN BUSINESS PROBLEMS

"There are four very important and distinct branches of the farmers' business: production, cooperation, standardization and distribution," said H. B. Converse, State Grader with the Oklahoma State Market Commission, Oklahoma City, in a recent article on the standardization of Oklahoma farm products. "The American farmer has specialized in one branch, that of production, and left the other three branches - the most important and profitable ones - for their city brothers to look after. It is now time for the farmer to take up another branch of his business, that of cooperation."

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## POSTERS USED IN COLORADO EGG-MARKETING CAMPAIGN

Posters setting forth fundamental marketing facts are being used in the campaign which the Extension Service of the Colorado Agricultural College, Fort Collins, is conducting in an effort to improve the quality of eggs in that State. The posters describe how the producer should handle the eggs before sending them to market, and how the dealer can assist in guaranteeing strictly fresh eggs to the consumer.

### ADDITIONAL MARKET REPORTING STATIONS TO BE OPENED

According to present plans the Federal Bureau of Agricultural Economics will operate the following temporary field stations for the issuing of market reports during the time indicated and for the commodities listed: Rochester, N.Y., pears, September 5 to October 15; peaches, September 1 to October 10; apples, September 13 to April 1; potatoes, September 24 to April 1; cabbage, October 1 to January 15; Spokane, Wash., apples, September 10 to March 1; Presque, Isle, Me., potatoes, September 15 to April 1; Waupaca, Wis., potatoes, September 17 to April 30; Idaho Falls, Ida., potatoes, September 19 to April 30; Martinsburg, W. Va., apples, September 20 to November 1; Grand Rapids, Mich., potatoes, October 18 to April 30; apples and onions, October 18 to November 15.

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### COLORADO PROFESSOR COMPILES LIST OF MARKETING REFERENCES

"Marketing References" have been compiled by Professor R. T. Burdick of the Department of Economics and Sociology, Colorado Agricultural College, Fort Collins. The twenty-page pamphlet contains a list of Department and Farmers' Bulletins issued by the United States Department of Agriculture on marketing subjects, as well as State bulletins, listed by number and title and classified as to subject. There is also a list of reference books on practically every phase of marketing and cooperation. It is planned to keep the pamphlet complete and up-to-date by making corrections and additions from time to time.

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### BIBLIOGRAPHY ON AGRICULTURAL COOPERATION AVAILABLE

An annotated bibliography on agricultural cooperation, including notes on the authors listed, is now available from the United States Department of Agriculture, in printed form as Miscellaneous Circular No. 11. Miss Chastina Gradner, compiler of this bibliography, has shaped it with a view of bringing out the historical background and development of the movement of agricultural cooperation. Copies of the circular may be obtained from the Division of Publications, United States Department of Agriculture, Washington, D. C.

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### TOBACCO GRADES FORMULATED FOR CONNECTICUT ASSOCIATION

Grades for Connecticut cigar-leaf tobacco, recommended by F. B. Wilkinson, Tobacco Specialist, Federal Bureau of Agricultural Economics, were approved by the Executive Committee of the Connecticut Valley Tobacco Association, Hartford, Conn., as well as by the General Manager and President. The grades, which are for the types of tobacco known as Connecticut Broadleaf and Havanna Seed, will be voted on by the Board of Directors in the near future.



## INTELLIGENT MANAGEMENT OF COOPERATIVES DEPENDS UPON MEMBERS

Intelligent management by members is advocated as one of the surest steps towards the successful operation of cooperative associations, by J.R. Hutcheson, Director of the Extension Service, Virginia Polytechnic Institute, Blacksburg, Va. In discussing the management of cooperatives, Director Hutcheson recently said:

"Much emphasis has always been laid upon the employment of efficient managers for cooperative associations, and this is as it should be; but in emphasizing the efficiency of paid managers we have sometimes overlooked the responsibility of members themselves for the management of their associations. If experience has taught us one thing during the past few years it is that in order to obtain the greatest success, a cooperative association must be intelligently directed by its members."

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## POSTERS USED IN VIRGINIA BETTER-EGG CAMPAIGN

A poster entitled, "Better Eggs for Market - Better Market for Eggs" has been prepared by the Virginia Division of Markets, Richmond, in its campaign to improve the quality of Virginia-produced eggs. Ten thousand copies of the poster were printed by the Division and are being distributed all over the State. With the use of cuts furnished by the United States Bureau of Chemistry, a classified description of eggs is set forth. The preparation and care of market eggs is also fully described. The tentative classes, standards and grades of eggs, proposed by the Federal Bureau of Agricultural Economics, are given in the poster.

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## COST OF MARKETING MAINE POTATOES SET FORTH IN PRELIMINARY REPORT

A preliminary report has just been issued by the Federal Bureau of Agricultural Economics on the cost of marketing Maine potatoes by county shippers in Aroostock County, Me., for the seasons 1919-20, 1920-21, and 1921-22. For the purpose of the study, accounting records of sixteen country shippers and three brokers were analyzed for the years mentioned. The dealers were located at the principal shipping points in Aroostock County and handled approximately 20 per cent of the shipments from the State of Maine. Copies of the preliminary report may be obtained in mimeographed form from the Cost of Marketing Division of the Federal Bureau.

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## NEW HAMPSHIRE MARKETING BUREAU PRINTS LIST OF HEBREW HOLIDAYS

In the interests of the New Hampshire poultrymen, a list of the Hebrew holidays for the coming year is printed in the August 29 issue of the Weekly Market Bulletin, State Bureau of Markets, Concord, N. H. The demand for live poultry is usually very good and often prices are slightly advanced for a few days previous to the Hebrew holidays.

## EXAMINATION FOR JUNIOR MARKETING SPECIALIST ANNOUNCED

An open competitive examination for Junior Marketing Specialist has been announced by the United States Civil Service Commission for October 3 and 4, 1923. Vacancies in the Federal Bureau of Agricultural Economics will be filled from this examination at salaries ranging from \$1,320 to \$1,620 a year, plus the \$240 bonus.

Examination will be given in the following six optional subjects: (1) Marketing Grain and Hay, (2) Marketing Fruits, Vegetables and Miscellaneous Products, (3) Marketing Live Stock and Animal Products, (4) Marketing Dairy Products, (5) Marketing Poultry and Eggs, and (6) The Economics of Marketing. Besides practical questions on each optional subject taken, applicants will be examined in political and commercial geography. A thesis on some phase of marketing must be submitted on the day of examination. Education, training and experience of the applicant will also be rated.

The duties of appointees qualifying under the first five optional subjects will be principally in connection with the market news service in the Bureau of Agricultural Economics in the collection and compilation of information concerning shipments, receipts and prices in producing sections and in the larger markets, in the preparation and distribution of market reports, and in investigations in the methods and costs of marketing.

Appointments of persons qualifying under the sixth optional subject will be made in connection with any part of the work of the Federal Bureau in which there may be demand for qualifications of particular applicants.

Further information regarding this examination may be obtained from the Civil Service Commission, Washington, D. C.

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## NEW NAMES APPLIED TO CALIFORNIA APPLE GRADES

New names are now applied to grades for California apples, in accordance with an amendment passed by the last Legislature to the Apple Standard Act of 1917. The new law, which became effective August 20, changes the names of the grades from "California Fancy," "B" Grade, and "C" Grade, to "Extra Fancy," "Fancy," and "C" Grade. These changes, with slightly modified definitions of the grades, were made in order that the California apple grades might conform to those in use in the Pacific Northwest and thus avoid confusion in the minds of producers and handlers.

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## NEVADA FARM PRODUCTS TO BE STANDARDIZED

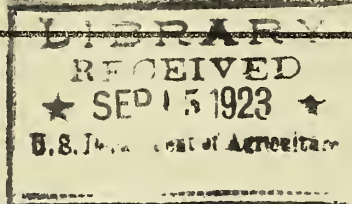
Plans were adopted for the standardization of Nevada farm products, at a recent meeting of farmers and State officials held in Reno, Nev., with S. C. Dinsmore, Commissioner of Foods and Drugs, Weights and Measures, presiding. The products to be graded include potatoes, cantaloupes, onions, celery, cauliflower, grapes, and honey.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

September 12, 1923.



Vol. 3, No. 36.

## POTATO GRADING COMPULSORY IN OREGON

Compulsory grading of potatoes offered for sale or shipment in Oregon, has been ordered by Governor Pierce, who, in a recent proclamation, indorses the recommendations of a commission of dealers and growers recently appointed for this purpose, in accordance with an act passed by the 1923 legislature. The proclamation reads as follows:

"On and after September 15, 1923, all potatoes sold or offered for sale or shipment in the State of Oregon shall conform to the United States grades for potatoes, which grades are hereby adopted for the State of Oregon.

"All potatoes when sold or offered for sale or shipment in lots of 50 pounds or more shall be labeled by stenciling or printing on the container, a label consisting of block letters at least 1 1/4 inches high and that is clearly and easily read and containing the following information:

"1. Name of state in which potatoes are grown.

"2. Grade of potatoes in the container.

"3. Name and address of the grower or growers' association.

"On all potatoes sold or offered for sale or shipment for seed purposes the label shall contain in addition to the above the name of the variety of the potatoes in the container.

"All certified seed potatoes sold or offered for sale or shipment in the State of Oregon shall bear in addition to the label required for seed potatoes the official certification tag or seal of the Oregon Agricultural College or if certified in another state the official tag or label of the certifying agent of that State.

"No seed potatoes may be sold as certified seed potatoes in Oregon unless they have passed the certification requirements of the Oregon Agricultural College, or if certified in another State unless they have been passed by the official certifying agent of that State using standards at least equal in all respects to those of the Oregon Agricultural College.

"All potatoes sold or offered for sale or shipment that do not conform to any of the United States grades for potatoes shall be labeled 'culls.'

"All containers of potatoes sold or offered for sale or shipment in the State shall be uniform, sound and clean and in the case of sacks shall be new sacks or 'No. 1 second' grain sacks.

"All potatoes shipped in carlots or otherwise in lots of ten or more tons shall be inspected by the state inspection department in accordance with the United States grades for potatoes and such rules and regulations as may be made by the State Market Agent, and that the cost of such inspection shall be met by fees and charges set by the State Market Agent."

## STATE-FEDERAL MARKET NEWS SERVICE FEATURED AT CALIFORNIA STATE FAIR

A practical demonstration of the operation of a State-Federal market news service was given at the California State Fair at Sacramento, during the first week of September, by the State Department of Agriculture and the Federal Bureau of Agricultural Economics. A temporary leased wire was established in the Fair Grounds for the reception of market information on fruits and vegetables, live stock and meats, and dairy products. The local representatives of the San Francisco offices of the Federal Bureau spent three days at the opening of the Fair explaining the purposes of market information and the methods by which quick dissemination is made from point to point on the leased wire circuits. Every morning bulletins were posted on a large board showing the trend, sale prices, and demand for various agricultural products in the primary markets of the United States.

The equipment of the Fruit and Vegetable Division of the Sacramento office of the Federal Bureau, including telegrapher and clerks, was moved bodily to the Fair Grounds, and all bulletins to the extent of 1,000 a day were issued on the grounds. A considerable amount of interest was shown by the many visitors in the operation of the telegraph instruments, sealing, folding and mimeograph machines, and many comments were overheard during the week regarding the dexterity of the local staff and the precision, accuracy and promptness with which the reports were issued.

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## MARKET REPORTS GIVEN WIDE DISSEMINATION IN WISCONSIN

Three general methods are used by the Wisconsin Department of Markets, Madison, to disseminate market information among growers and shippers. Radio reports are broadcast six times daily, giving all the market conditions and prices of live stock, dairy products, fruits and vegetables, and miscellaneous farm products. In addition mimeographed bulletins are mailed daily by the State Department with the cooperation of the Federal Bureau of Agricultural Economics. These reports carry information received over the Government leased wire, regarding conditions at the important markets of the country. The third type of market report is the Market News Letter published twice a month by the Department of Markets. This publication gives crop reports and information on products not covered by the wireless and bulletin reports. General marketing matters and articles on economics are discussed in this publication.

State marketing officials are of the belief that with these three forms of market news no person in the State need be without reliable marketing information on farm crops.

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## POTATO GRADING DEMONSTRATION FEATURED AT SOUTH DAKOTA FAIR

One feature at the South Dakota State Fair this week is a potato-grading exhibit arranged by J. H. Hoover who is in South Dakota supervising the shipping point inspection of potatoes. Mr. Hoover presented a similar exhibit last year and State officials informed him that it attracted an unusual amount of attention.



## UNIFORM ACCOUNTING SYSTEMS BECOME POPULAR IN WISCONSIN

The systems of accounting that have been prescribed by the Wisconsin State Department of Markets, Madison, for use of cooperative associations are gaining steadily in popularity, according to a recent report. The Department has made nearly one hundred installations of the several accounting systems that have been devised for the use of cooperative associations, thirty of which were for farmers' warehouses. The accounting system designed for cheese factories has attracted attention outside of the State, one recent inquiry coming from Oregon. There have been several adoptions of the creamery accounting system in the State of Iowa. Accounting firms throughout the State are showing a splendid attitude toward the Department installations and are recommending the systems to their clients.

The value of uniform accounting systems for creameries, in many instances, has been measured in dollars and cents. These uniform systems afford an excellent basis for comparison of operating costs and several instances have been brought to the attention of the State officials where creameries, by means of this comparison, have been able to effect economies in operating. The uniform annual statements give any creamery an excellent opportunity to compare its cream hauling costs with similar charges of other creameries.

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## DELAWARE TO HAVE SHIPPING POINT INSPECTION OF APPLES

Shipping point inspection will be available to Delaware shippers this year for the first time. The State Bureau of Markets, Dover, has arranged with the Federal Bureau of Agricultural Economics for joint inspection of late apples at shipping point, beginning September 15 and continuing for thirty days. Two inspectors will be located in Delaware, one at Wyoming and one at Bridgeville, the two largest shipping points in the State. H. C. Miller of the Federal Bureau will supervise the work. All fruit will be inspected according to Federal grades.

W. T. Derickson, Director of the State Bureau, is desirous of growers giving the new service a thorough trial and of learning for themselves the benefits to be gained by having their produce officially inspected at time of shipment. The State officials hope that it will soon be possible to provide shipping point inspection on any Delaware product at any time of the year.

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## CALIFORNIA GRAPE GROWERS INTERESTED IN STANDARDIZATION

Interest in the California new commercial grade of grapes attracted a large attendance at a recent meeting at Lodi, Calif., when W. F. Allewelt, Chief of the State Bureau of Standardization, Sacramento, interpreted the new standardization law to growers and shippers. Mr. Allewelt also explained how poorer grades of grapes could be handled. A grade known as "manufacturing purpose" grapes is permissible under certain provisions of the law.

### MANY ORDERS RECEIVED FOR COTTON STANDARDS

Over 1,100 orders for cotton standards have been received by the Federal Bureau of Agricultural Economics since the re-promulgation of standards for grade and color, July 26, 1922. The enactment of the Cotton Standards Act on March 4, 1923, greatly increased the demand for standards and the Cotton Division of the Federal Bureau has been taxed to the utmost to fill the orders which continue to come in, not only from domestic firms, but also from abroad.

Up to July 31, 1923, the Division had prepared 7,300 boxes representing copies of individual grades. Of this number 4,700 had been shipped. The Division hopes to fill the remaining orders for standards on or before November 15.

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### SOUTH CAROLINA BUREAU URGES ADOPTION OF STANDARD CONTAINERS

The campaign for the establishment of standard containers for market produce is still being waged strenuously in South Carolina by the Division of Markets, Spartanburg. F. L. Harkey, Chief of the Division, has collected 75 different styles and sizes of hampers in use today among the fruit and truck growers. The State Division of Markets is endeavoring to have these various sized containers eliminated and in their place five standard sizes substituted. In visiting the shipping points in South Carolina, Mr. Harkey takes occasion to emphasize to both shipper and consumer the advantages to be derived from the adoption of standard containers.

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### TENNESSEE HOG RAISERS SEEK NEW MARKETS

Tennessee farmers are looking to the Corn Belt States as outlets for their feeder pigs. A. L. Jerdan, Marketing Specialist with the Extension Service, University of Tennessee, Knoxville, in an effort to assist the farmers in locating as many hog feeders in the Corn Belt States who buy their feeders as possible, has solicited the aid of the Extension Services in those States. The production of feeder pigs is a new development in Tennessee which the State Extension Service is encouraging.

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### NEW JERSEY SPECIALIST VISITS WASHINGTON OFFICES

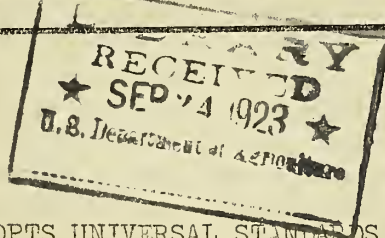
Burton W. Sherburne of the New Jersey State Bureau of Markets, Trenton, was in Washington one day last week conferring with officials of the Federal Bureau of Agricultural Economics, regarding the market reporting work carried on cooperatively in New Jersey. The Government leased-wire schedule for New Jersey market material must be changed about October 1 with the return from day-light saving time to standard time.



# STATE AND FEDERAL MARKETING ACTIVITIES

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September 19, 1923.



Vol. 3, No. 37.

## EUROPE ADOPTS UNIVERSAL STANDARDS FOR AMERICAN COTTON

Agreements to establish universal standards for cotton and rules for foreign trade in cotton under these standards were signed September 15, by Secretary of Agriculture Wallace. The agreements, brought from Europe by Lloyd S. Tenny, Assistant Chief of the Bureau of Agricultural Economics, are with the following associations: Liverpool Cotton Association, Manchester Cotton Association, the Association of Cotton, Havre, Bremen Cotton Association, Barcelone Cotton Association, and Rotterdam Cotton Association. The agreements with the Manchester spinners, the Milan Cotton Association and the Ghent Cotton Association will be approved a little later.

Final approval of these contracts marks a successful completion of negotiations begun several months ago when the application of the Fulmer Law to foreign trade in cotton was first taken up by the United States Department of Agriculture with members of the American cotton trade and representatives of the leading cotton associations. After several conferences, the agreement to adopt American standards as universal standards, with a few minor changes, was reached. It was also agreed that arbitration should be made at foreign markets with the approval of the Secretary of Agriculture.

Following negotiations with representatives, Mr. Tenny sailed to Europe in July to complete the detailed arrangements and secure signatures to contracts by the European trade.

Mr. Tenny reports that the universal standards for American-grown cotton are meeting with unanimous approval of the European cotton trade from importers to spinners and weavers of cotton cloth.

In discussing the general cotton situation abroad, Mr. Tenny said that the European cotton trade has a friendly attitude toward American cotton and is prepared to use large quantities of the fibre under satisfactory conditions as to price. There is considerable uncertainty in the trade, however, whether the combination of high cotton prices and restricted buying of consumers may not have the effect of curtailing purchases even though a sufficient quantity is available to meet normal requirements.

There is some talk in the trade about using more Indian cotton because of its price, Mr. Tenny said. Spinners recognize, however, that to use the very short staple Indian cotton extensive readjustments of machinery and plant equipment will be necessary, and they are reluctant to make such alterations unless the supply and price of American cotton make the move an economic necessity. American cotton is moving freely on the Continent, and will continue to move freely for some time to come, in the opinion of Mr. Tenny.

## DEPARTMENT OF AGRICULTURE HAS JURISDICTION OVER COOPERATIVE ASSOCIATIONS

The press statement released by the United States Department of Justice, September 12, concerning the Sun-Maid Raisin Growers' Association of California, is more significant than it may appear to be on first reading. The significant part of the statement, quoted below, is that the Department of Justice recognizes the jurisdiction of the United States Department of Agriculture in the matter of farmers' cooperative associations under the Capper-Volstead Act. It had been reported that the Department of Justice was questioning the right of the Sun-Maid Raisin Growers' Association to take title to the raisins turned in for market by the individual members; also that the Department of Justice had questioned the penalty clause of the contract between the members and the association. Any doubt as to the right of a cooperative association to take title to the commodity handled or to enforce contracts with its members by appropriate penalties would of course make it impossible to conduct commodity cooperative merchandising associations on business-like methods. This would apply not alone to the raisin growers but to the tobacco growers, the cotton growers, and all other commodity cooperatives. The announcement made by the Department of Justice reads as follows:

"The Department of Justice has been looking into the question of whether the provisions of the consent decree of the old Raisin Growers' Association in California have been complied with. The result of these investigations shows that nothing has been or is being done that can not be adjusted to the satisfaction of the Department of Justice and the raisin growers in California. Mr. Riter, Assistant Attorney General, has gone to California to take up certain government cases there but will not make an investigation of the old Raisin Growers' Association, as reported, because no further investigation is deemed necessary.

"The new Raisin Growers' Association, organized under the Capper-Volstead Cooperative Association Act, will come under the jurisdiction of the Secretary of Agriculture and it was learned that the old association will go out of existence as quickly as the same can be accomplished."

Reorganization of the Sun-Maid Raisin Growers' Association has been approved by Secretary of Agriculture Wallace. All questions concerning the form of organization and methods of operation were discussed last spring and again recently by the Secretary with the officers of the reorganized association and a satisfactory understanding reached.

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## PROFESSOR FALCONER COMPLETES ECONOMIC STUDY IN ENGLAND

Professor J. I. Falconer, head of the Department of Rural Economics, Ohio State University, Columbus, and Secretary-Treasurer of the American Farm Economic Association, has returned from a six-months' visit to Europe where he studied the English land problem since 1900.



## SURVEY MADE OF 1922 SALE PRICES FOR PURE-BRED DAIRY CATTLE

Sale prices of pure-bred dairy cattle were relatively higher in 1922 than for any other class of pure-bred animals, according to a survey recently made by the Live Stock, Meats and Wool Division of the Federal Bureau of Agricultural Economics. Although prices were not high compared with the peak reached in 1920, the averages indicate that dairy cattle have apparently been produced at a profit to the dairymen. Reports were received on a total of 7,597 dairy animals representing five breeds: Guernsey, Holstein, Ayrshire, Brown Swiss and Jersey.

Average prices received by breeds, including all ages and both sexes, at both private and auction sales, were : Ayrshire, \$181.73; Brown Swiss, \$123.53; Guernsey, \$273.36; Holstein, \$187.15; and Jersey, \$186.50. All of the Brown Swiss cattle reported were disposed of at private sale. Comparing the private and auction sale prices of the breeds these data show that the difference in the prices received by the two methods is so small that in 1922 a heavy auction sale expense was not justified.

Of the 7,597 animals reported 3,187, or nearly one-half, sold at a price above \$150.

According to authentic reports to the Federal Bureau, there are thousands of unprofitable grade cows now being milked.

It has been sufficiently demonstrated in almost every community in the United States that it pays well to use good type pure-bred sires. The 1922 price survey just completed indicates that pure-bred sires may be had at very reasonable prices.

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## VIRGINIA ADOPTS U. S. GRADES FOR BARRELED APPLES

The United States grades for barreled apples have been adopted as the standards for Virginia. These grades, recommended by the State Division of Markets, the Extension Division of the Virginia Polytechnic Institute, and the State Horticultural Society, will be used in the inspection work in Virginia this year. State-Federal certificates showing grade of apples at time of shipment will be issued. F. E. Parsons, Standardization and Inspection Specialist with the State Division of Markets, is in charge of the work.

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## SPECIAL MARKET REVIEWS PREPARED FOR NEW YORK FARMERS

Special news releases regarding market conditions for the prevailing farm crops are prepared by C. L. Brown of the Rochester, N. Y., office of the Federal Bureau of Agricultural Economics and sent to country newspapers. The reviews cover such points as estimated production, market conditions to date with latest prices, relative importance of consuming centers, and leading points of origin within the State. The newspapers and the county farm bureaus are cooperating in giving the reports wide dissemination.

## UTAH ESTABLISHES GRADES FOR PEACHES

Three grades for Utah peaches have been established by the Utah Board of Agriculture, Salt Lake City. The first is known as "Utah U. S. Fancy No. 1," and is to consist of peaches of one variety which are firm, mature and well formed and which are free from dirt, growth cracks, hail injury, cuts, skin breaks, diseases, insect or mechanical injury and all other blemishes or defects. A minimum size of two inches will be allowed. This grade is designed for those wishing special grades for superior peaches. The second grade is known as "Utah No. 1" and will be the same as the first except that 10 per cent may be below the requirements. No. 2 grade will allow 10 per cent below the standards but the peaches may also be a minimum of 1 3/4 inches in diameter. No. 3 grade shall consist of peaches which do not meet the requirements. In each instance the diameter of the peach may be raised if found advisable providing that the minimum diameter is marked on the box.

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## SHIPPING POINT INSPECTION PROVES WORTH WHILE IN VIRGINIA.

The importance of shipping point inspection is made apparent from incidents cited by F. E. Parsons, Standardization Specialist with the Virginia Division of Markets, Richmond, who is in charge of the cooperative inspection work in that State. In the peach inspections made at a certain point, Mr. Parsons turned down 43 crates of fruit on one grower's load. The buyer's contract called for fruit to meet Federal inspection and to be standard packed. The pack in question was decidedly flat and the fruit too small for arrangement. After repacking, only 33 crates were delivered to the car from the lot. The inspection not only resulted in a considerable saving to the buyer but was a means of educating the growers to pack their fruit according to approved practices. Thereafter the fruit coming from the same grower was among the best packs which Mr. Parsons had to inspect.

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## DAILY MARKET REPORTING CONSIDERED IMPORTANT IN NEW YORK STATE

In outlining marketing plans for the year which will meet the needs of growers, C. P. Norgord, Assistant Commissioner of the New York State Department of Farms and Markets, Albany, recently said: "In my judgment the issuance of daily market reports covering prices and the movements of commodities is of great importance. There is every reason why the farmer should be intelligent on the selling end of the business just as he is on the growing end. While in the judgment of some, perhaps, growing or production is a business by itself and selling is a distinct line, still the manufacturer today, whatever line he is in, must if he is to be successful be in close touch with the merchandising end of it. You can't divorce the two and leave a successful producer."



## NEW BOOK AVAILABLE ON COOPERATIVE MARKETING OF FARM PRODUCTS

"The Cooperative Marketing of Farm Products" is the title of a new book by O. B. Jesness, Chief, Section of Markets, College of Agriculture, University of Kentucky, Lexington. The book first discusses the development of cooperative marketing for specific commodities, such as grain, dairy products, live stock, fruits and vegetables, tobacco, cotton, wool, poultry and eggs. Representative organizations for different commodities are described. Cooperative purchasing and general agricultural associations are also discussed. Mr. Jesness then takes up in detail questions of pooling, essentials for success, crop contracts, organization forms, financing, how to organize, incorporation, cooperative laws, relation to anti-trust laws, possibilities of monopolies, and future prospects in the cooperative field of marketing. The appendix includes contract forms of the California Fruit Growers' Exchange, the Dairymen's League Cooperative Association and the Burley Tobacco Growers' Cooperative Association. J. B. Lippincott Company, Philadelphia, is the publisher.

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## CALIFORNIA GRAPES TO BE INSPECTED

R. L. Nougaret, Viticultural expert of the California State Department of Agriculture, Sacramento, has undertaken to supervise inspection of grapes in the Fresno, Lodi and other districts in California, according to a recent report. As there is a recognized damage caused to grapes by mildew and also for the reason that a new pack, the Commercial Grade, is being introduced by the State Department for the first time, the need of an inspector is greatly increased.

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## REPORT SHOWS CONDITION OF ALMOND CROP IN ITALY AND SICILY

"Condition of the Almond Crop in Italy and Sicily" is the subject of a preliminary report just issued by the Division of Statistical and Historical Research of the Federal Bureau of Agricultural Economics. The report is based on recent investigations made by E. A. Foley, Agricultural Commissioner, London, England. Copies of the preliminary report are available from the Federal Bureau in mimeographed form.

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## INTEREST IN COOPERATIVE EGG MARKETING GROWS IN MINNESOTA

Interest is rapidly growing in Minnesota in the cooperative method of marketing eggs, according to the Extension Service of the University of Minnesota, St. Paul. Fourteen associations are now in the process of signing up a sufficient minimum volume of eggs. The association in Rice County has already secured this volume and started shipping.

## TWO NEW SPECIALISTS ADDED TO STAFF OF VIRGINIA DIVISION OF MARKETS

Two new specialists have recently been added to the staff of the Virginia State Division of Markets, Richmond. Charles C. McLean has been appointed to take charge of the Market News Service which the State Division is establishing. Mr. McLean has had considerable experience in market reporting, and under his direction it is expected that a strong market news service will result in Virginia.

Nelson A. Loucks has accepted a position with the State Division of Markets as Poultry and Dairy Products Marketing Specialist. Mr. Loucks comes from California where he was engaged in dairy and poultry marketing. He will confine his activities to cooperative marketing work with poultry and dairy farmers in Virginia.

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## UTAH PEACHES TO BE SHIPPED UNDER SPECIAL LABEL

Peaches are being shipped in boxes this year from Utah County, Utah, bearing a label with a beehive as the trade mark in the upper left-hand corner, and below the words, "Utah Fruit." The beehive is Utah's State emblem. In the center of the label will appear a replica of a peach in its natural colors, above which the words, "Utah Fruit," will again appear. On the right side of the peach, the statement, "Graded under U. S. Inspection," will be seen, while on the left will appear the words, "Grown under Irrigation." The name of the marketing organization will also be placed on the right side of the label.

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## L. G. MICHAEL CONFERRING WITH FOREIGN FIELD MEN

Louis G. Michael, Foreign Agricultural Economist, is in Europe conferring with field representatives of the Federal Bureau of Agricultural Economics regarding the agricultural survey which is being made in France, Germany, Poland and Denmark. Mr. Michael stopped in London and Paris and is now in Berlin conferring with E. G. Squire, the Bureau's representative there.

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## CALIFORNIA ASSOCIATION TO HANDLE U. S. GRADES OF POTATOES

Only United States standard grades of potatoes will be handled this season by the Honey Lake Valley Producers' Association, Susanville, Calif., according to a recent announcement. Members of the association in discussing marketing plans for this season's crop were strongly in favor of putting up a pack that meets the requirements of the United States grades.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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## MARKET NEWS SERVICE ON WOOL INAUGURATED AT BOSTON

A news service on wool covering primarily the Boston market has been inaugurated by the Live Stock, Meats and Wool Division of the Federal Bureau of Agricultural Economics, with the release of a report on wool market conditions and prices for the week ending September 20, 1923. The review carries several paragraphs of timely market comment, detailed quotations on important grades of domestic and foreign wool, tops, noils and mohair, and tabulations of the imports of wool at the ports of Boston and Philadelphia for the week ending September 15, 1923. The Boston wool market is being reported by W. E. Doble, Assistant in Wool Marketing, who has been there for several weeks laying the ground work for the newly instituted market news service.

For the present the weekly review of the wool market will be released in mimeograph form from the Boston office. In addition, occasional releases of items of interest will be made through the daily press. As the work develops other means of disseminating the information will be employed. It is likely that during the months of greater activity in the marketing of the domestic clip information gathered at the sea-board markets will be made available promptly in the producing sections while reports from the producing sections will be transmitted for early release in the markets.

The weekly review may be had on application to the Federal Bureau of Agricultural Economics, Washington, D. C.

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## MICHIGAN PROMULGATES U. S. STANDARDS FOR PEACHES

United States grades for peaches have been promulgated as the State standards for Michigan by the State Bureau of Foods and Standards, Lansing. The new order makes it mandatory that all peaches shipped from Michigan be graded according to the U. S. standards.

It is probable that similar action will be taken in the near future by the State Bureau with respect to potatoes. Requests that the U. S. potato grades be promulgated in Michigan have been received by the Bureau of Foods and Standards from the Michigan Potato Growers' Exchange and from individual growers. The State officials held a conference with potato growers last week to consider the adoption of the U. S. potato standards.

## RADIO MARKET REPORTS NOW AVAILABLE IN ALL PARTS OF THE COUNTRY

Market reports are now being broadcast by radio telegraph and radio telephone direct from the Washington office of the Federal Bureau of Agricultural Economics through the Arlington (Va.) radio station. The new service is designed to speed up the dispatching of market news and is the result of cooperative arrangements with the Navy Department to establish remote control stations in the offices of the Federal Bureau. A similar remote control station is now operating in the San Francisco office of the Bureau for the broadcasting of market information by radio telegraph through the Navy station at San Francisco. The Southern and North Central States receive the Federal market reports respectively from the New Orleans and Great Lakes stations of the Navy Department. These stations are furnished with information direct from the New Orleans and Chicago offices of the Federal Bureau.

With the broadcasting of market news from these four high-powered stations it is possible for radio operators virtually anywhere in the United States to receive up-to-the-minute agricultural price quotations. Plans are now under way with a number of these operators to re-broadcast the news by radio telephone. More than 90 radio telephone stations in various parts of the country are already broadcasting market reports furnished by branch offices of the Bureau.

Market reports distributed among farmers by the Rochester office of the Federal Bureau of Agricultural Economics are based entirely upon messages received from the Arlington station. The reports received by radio telegraph are translated and issued in mimeograph form to farmers and newspapers in the vicinity of Rochester. A similar service is in effect at Los Angeles based upon reports sent out from the San Francisco station. A like arrangement is to be made at Portland, Ore.

With the use of radio and wire telegraphy the United States Department of Agriculture has established the most complete and efficient market news service to farmers and other agricultural interests developed anywhere in the world. Within a few hours farmers in practically any section of the country can receive reports of agricultural prices and movements at the leading market centers.

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## MARKET CLASSES OF LIVE STOCK EXHIBITED AT CALIFORNIA STATE FAIR

The Division of Animal Husbandry, University of California, Berkeley, had an exhibit at the recent California State Fair held at Sacramento, illustrating, by means of live animals, the market classifications used by the Federal Bureau of Agricultural Economics in its efforts to standardize the market classes and grades of live stock.

Twenty-five hogs were used to illustrate the difference in quality, condition and weights of light lights, light weight and medium butcher hogs. Rough and smooth packing sows, feeder pigs of scrub origin and purebreds were also illustrated.

Another interesting exhibit illustrated the market classes and grades of lambs. During the spring of 1923, approximately 285,000 spring lambs were shipped from California to central western live-stock markets.



## EXPERIMENTS MADE IN ESTIMATING CROPS BY AIRPLANE PHOTOGRAPHY

The practicability of using airplane photography to ascertain crop acreages is being tested by the Division of Crop Estimates, Federal Bureau of Agricultural Economics. Preliminary experiments have just been completed in the vicinity of Tallulah, La. Cotton, corn and hay were the only crops considered in the experiment.

It was found that the crops were recognizable in photographs taken at altitudes varying from 5,000 to 7,000 feet. At a height of 10,000 feet a picture represents an area of approximately one and one-half square miles. The camera used in the recent experimental flight was adjusted to take pictures, 7 x 9 inches in size. Knowing the altitude from which the photograph was taken, the focal length of the camera, the size of the print, and with the aid of a planimeter, the actual acreage of the fields can be calculated. From observations made at altitudes varying from 500 to 1,500 feet it is possible to report on the condition of the crops. In a three-hour flight from 400 to 500 square miles of crops can be observed.

This method of determining crop acreages, however, can not be utilized except as a check upon existing methods of making acreage determinations. Further experimental work will be carried on next year.

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## SHIPPING-POINT INSPECTION SERVICE EXTENDED TO NUMBER OF STATES

Twenty-five States are now cooperating with the Federal Bureau of Agricultural Economics in shipping-point inspection of fruits and vegetables. These States are: California, Colorado, Delaware, Florida, Georgia, Idaho, Illinois, Maine, Massachusetts, Montana, Nebraska, Nevada, New Jersey, New York, North Carolina, Ohio, Oregon, Pennsylvania, South Carolina, South Dakota, Utah, Virginia, Washington, West Virginia, and Wisconsin.

A tentative list of supervisors of the State-Federal inspection service at shipping points has just been issued by the Federal Bureau. The list shows the commodities inspected in the various States and the names and addresses of the Federal supervisors, also the names of the State representatives. Copies of the list may be obtained from the Fruit and Vegetable Division of the Federal Bureau of Agricultural Economics, Washington, D. C.

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## TENTATIVE GRADES FORMULATED FOR WHITE SPANISH PEANUTS

Tentative grades for farmers' stock white Spanish peanuts have been prepared by the Warehouse Division of the Federal Bureau of Agricultural Economics. Four grades are provided, namely, U. S. No. 1, U. S. No. 2, U. S. No. 3, and Sample Grade. Specifications under each grade are given. Mimeograph copies of the grades may be obtained from the Washington office of the Federal Bureau.

### NEW YORK TO EXPAND POTATO SHIPPING-POINT INSPECTION THIS YEAR

Following an experimental test of shipping point inspection and grade certification of potatoes carried on in a limited way in the Steuben potato district of New York last year, the State Department of Farms and Markets, Albany, is now preparing to expand the service somewhat during the 1923 season. This is made possible by a special appropriation of \$6,000 granted by the last legislature for this purpose.

The sum which has been appropriated this season is not sufficient to enable the Department to offer this service at all potato shipping points in the State, even if all shippers were desirous of using it. It is planned, therefore, to station inspectors at certain points where there is the greatest demand and where there is sufficient volume of potato shipments to allow the inspection work to be carried on most efficiently. Every effort will be made to serve the largest possible territory.

The potato inspection work will be carried on cooperatively with the Federal Bureau of Agricultural Economics, and certificates will be issued on the basis of the United States grades for potatoes. E. E. Conklin, Jr., Federal Bureau of Agricultural Economics, will be in charge of the work, which will begin about the first of October.

A limited service on peaches is also being offered by the cooperating parties. The peach inspections were started last week.

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### WILL STUDY GRAIN HANDLING METHODS IN EUROPE

Philip Rothrock of the Grain Division of the Federal Bureau of Agricultural Economics will sail for Europe October 6, in connection with the work of enforcement of the United States grain standards Act. He will examine export grain as it arrives at European ports and secure first-hand information as to the methods of discharging and handling American grain after it breaks bulk at original port of entry. He will be in Europe for seven or eight months and will visit the principal ports of the United Kingdom and of Continental Europe to which American grain may be shipped this year.

Mr. Rothrock has been connected with the grain work of the Department for about fifteen years and has been with the Grain Division in active field work of supervising grain inspection since the passage of the grain standards act in 1916. As division supervisor in charge of the Mississippi Valley he has maintained headquarters at St. Louis.

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### EXHIBIT OF WHEAT GRADES SHOWN AT OKLAHOMA STATE FAIR

Various factors entering into the grading of wheat are represented in an exhibit at the Oklahoma State Fair this week. The exhibit was arranged by E. H. Linzee, State Grain Inspector, in connection with a campaign for better seed wheat and better marketing methods which the State Market Commission, Oklahoma City, is conducting.



## SURVEY SHOWS 1922 SALE PRICES OF PURE BRED BEEF CATTLE

Sale prices of pure-bred beef cattle in 1922 were low according to a survey made by the Live Stock, Meats and Wool Division of the Federal Bureau of Agricultural Economics. The average sale prices of breeds of pure-bred beef cattle of both sexes and all ages ranged from \$83 to \$129. Reports were received from breeders in 34 States representing sales of 13,108 animals. Of the animals reported, 2,119 brought over \$150 each.

Many inquiries sent out were returned with the statement that no sales were made in 1922. Other returns indicated that most of the bulls had been castrated and sent to market for beef. In some cases herds were being culled closely and only the best animals being kept, in the belief that there will be a good demand for pure bred sires in the near future.

Of the breeds for which sales reports were received, the following numbers were reported: Aberdeen Angus, 1,443; Herefords (horned) 5,923; Hereford (polled) 411; Red Polled, 434; Shorthorn, 4,621; and Polled Shorthorn, 276. Average prices received by breeds including all ages and both sexes at both private and auction sales were: Aberdeen Angus, \$104.11; Hereford (horned) \$122.56; Hereford (polled) \$129.02; Red Polled, \$83.36; Shorthorn, \$129.09; and Polled Shorthorn, \$117.38.

Although low prices are a great disappointment to producers they usually result in ridding the industry of a large number of inferior animals and should result in great improvement of all herds, specialists of the Bureau assert. Farmers are learning more accurately the type desired on the markets, and renewed effort toward improving herds and flocks is indicated. Farmers know also, the Bureau states, that improved quality and type can come from the one source of pure bred sires, and that it pays both in the feed lot and at the market to produce the kind of animal that is in greatest demand.

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## INSPECTION WORK FEATURED AT ILLINOIS STATE FAIR

Cooperative shipping-point inspection work was featured at the Illinois State Fair last week. A booth was prepared by the Illinois Department of Agriculture, Springfield, with which the Federal Bureau of Agricultural Economics is cooperating. F. J. Baehler, Supervising Inspector from the Bureau's Chicago office, spent one day at the Fair explaining the operation of the service.

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## INSPECTION RULES ON BUTTER, EGGS AND CHEESE ISSUED

Rules and regulations governing inspection and certification of butter, cheese and eggs under the last agricultural appropriation act, are found in Service and Regulatory Announcement No. 79, recently issued by the Federal Bureau of Agricultural Economics. Copies are available for distribution.

#### WISCONSIN PEA GROWERS FORM COOPERATIVE MARKETING ASSOCIATION

Pea growers in the vicinity of Galesville, Wis., with the assistance of the Wisconsin Department of Markets, Madison, have recently organized a cooperative association for the marketing of their crop. Growers have signed contracts to sell their pea crops through the association for a period of three years. A penalty of one-half cent a pound on peas sold in violation of the contract was provided. It is planned to enter into a contract with a canning company for the sale of the crop.

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#### POTATO INSPECTORS BEING TRAINED IN NEVADA

S. S. Rogers, who is assisting in the inspection work in California is in Reno, Nev., this week instructing inspectors in the grading and certification of potatoes. After Mr. Rogers leaves, the Nevada inspection work, which is being carried on cooperatively with the Federal Bureau of Agricultural Economics, will be handled by Mr. Hicks, a Wisconsin potato man, who has been employed by the Nevada Department of Agriculture.

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#### OHIO ADOPTS U. S. STANDARDS FOR APPLES, PEACHES, ONIONS, POTATOES

United States grades for apples, peaches, onions and potatoes have been adopted as the State standards for Ohio by the State Department of Agriculture, Columbus. The grades became effective in Ohio, September 18. The shipping point inspection service which the State Department is carrying on with the cooperation of the Federal Bureau of Agricultural Economics is based on the United States standards for these commodities.

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#### FRUIT GRADING AND PACKING DEMONSTRATIONS GIVEN FOR UTAH SHIPPERS

An intensive course in grading and packing fruit was given last week to fruit growers of Utah County, Utah, by Dr. T. H. Avell, Professor of Horticulture, Agricultural College of Utah, Logan. Practical demonstrations were held in grading and inspecting fruit, particularly peaches, preparatory for shipment. All growers in the county were invited to attend the demonstrations.

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#### NEW JERSEY HOUSEWIVES KEPT ADVISED OF CANNING SUPPLIES

Special news releases to newspapers are prepared by the New Jersey State Bureau of Markets, Trenton, to keep housewives informed of the market supplies of fruits and vegetables for canning purposes.



# STATE AND FEDERAL MARKETING ACTIVITIES

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## STEPS TAKEN TOWARD UNIVERSAL WOOL STANDARDS

The first step in a series of negotiations that it is hoped will result in the ultimate establishment of universal wool standards has just been taken by the United States Department of Agriculture. W. T. Willingmyre, Specialist in Wool Marketing, Federal Bureau of Agricultural Economics, has just returned from England where he conferred with members of the English wool trade regarding universal standards. Cooperative arrangements looking toward the establishment of such standards have been made with the Department of Industries and Manufacturers of Great Britain by American Government and trade representatives. Mr. Willingmyre represented the United States Department of Agriculture, P. H. Bates represented the Department of Commerce, and Marland Hobbs represented the Research and Standardization Committee appointed by American wool manufacturers' and spinners' associations.

As a result of conferences with Bradford mill interests and the British Wool Federation, Mr. Willingmyre brought back with him a set of sample grades representative of the average Bradford quality as regards diameter of fiber, based on the English count system. The sample grades represent the composite ideas of the English trade. Considerable difference of opinion was found to prevail among the Bradford mills with regard to representative standards, but a single set of grades as to diameter of fiber was finally agreed upon. Several sets of grades based on the samples approved by British wool authorities are to be prepared and a conference of American Government and wool industry representatives then called to pass upon the sets. The next move will be to distribute sets among the American and English trade.

In regard to his recent trip, Mr. Willingmyre said: "Although at the present time the standards used by many of the Bradford mills do not agree, leading wool men in England are convinced of the need of universal standards and a sincere effort will be made first to induce the trade to deal on the basis of a single set of grades that represents their composite ideas. It will then be comparatively simple to correlate the American grades with the English grades, so that when an American buyer orders wool from an English house he can know precisely the kind of wool that will be delivered."

## MARKETING EXHIBIT TO BE SHOWN AT NATIONAL DAIRY EXPOSITION

Extensive exhibits have been prepared by the United States Department of Agriculture for the National Dairy Exposition which opens at Syracuse, N. Y., October 5. The material contributed by the Bureau of Agricultural Economics sets forth the marketing side of the dairy business. Nine booths are used in describing some of the fundamental factors in the marketing of butter, milk and cheese.

One booth features the standardization of dairy products. Grades for butter and whole-milk American cheese have been established by the United States Department of Agriculture and are being used in connection with the inspection service established by the Bureau of Agricultural Economics. The advantages to be gained from a graded product are fully explained in the exhibit.

Another booth is devoted to the standardization of butter and cheese packages. Samples of actual boxes, tubs and casks used by different countries in marketing butter in international trade are displayed. The wide differences in size and style indicate the need for a standard package. The many kinds of cheese on display emphasize the fact that the numerous styles tend to complicate not only problems of manufacturing but also problems of marketing and distribution.

The various steps involved in merchandising dairy products are explained in a third booth. The services rendered by each agency in the complicated plan of marketing from producer to consumer are clearly set forth.

In another booth the cooperative method of marketing dairy products is given consideration. The principles of cooperative marketing are uniquely set forth by a "Bridge of Cooperation." The essentials of cooperative marketing are represented in the various sections that go to complete a bridge of stable construction. How the bridge is being utilized by thousands of dairy farmers in placing a standardized product on the market is clearly explained.

Vital questions as to the number of cows to be kept on a dairy farm, the kinds of crops to be raised, etc., are discussed in an exhibit entitled, "Dairy Farm Organization."

One of the important phases of the work of the Bureau of Agricultural Economics, the market news service on dairy products, is the subject of one portion of the exhibit. The extent and operation of the market news service is explained and samples of the various reports issued by the Bureau are displayed.

Another exhibit shows partial results of studies made in 1920 by the Bureau in the cost of marketing milk. The various items contributing to the total cost are analyzed.

Of interest to every dairyman is the booth in which statistics of the United States dairy industry are displayed. By charts and graphs it is readily possible to see to what extent dairying has progressed in this country.

"World Trade Movements," the subject of one exhibit, pictures the international dairy trade for the year 1922. A large world map indicates the sources of surplus milk products and their destination. The relative importance of each country as importer or exporter of the different products is shown by charts.



## STANDARDS FOR MARKET CLASSES AND GRADES OF LIVE STOCK PROPOSED

A complete tentative schedule of market classes and grades for cattle, calves, hogs, sheep and lambs has been worked out by the Live Stock, Meats and Wool Division of the Federal Bureau of Agricultural Economics and is recommended for use by all branches of the live-stock industry. The present classification is an elaboration and refinement of that used during the past five years by the Bureau in reporting most of the larger live-stock markets of the country. A major portion of the classification is already being used by many individuals and organizations as well as numerous publications which use the Federal market reports.

In the schedule worked out an effort has been made to make it sufficiently complete to meet the needs of any live-stock market regardless of the classes or grades of stock prevailing on such markets. A unique feature of the schedule is that the major subdivisions, namely, classes and grades, are as a rule based on permanent or fixed characteristics inherent in the animals and which can therefore be considered independently of supply, demand, trade preference, price or other similarly fluctuating conditions.

Sex condition has been made the basis of class, whereas quality, conformation and finish are the bases of grade. These two major subdivisions appear respectively at the beginning and the end of the schedule. Between the two, several less important groups occur such as "age selection," "use selection" and "weight selection." The limits of these groups vary at different markets and at different times but the schedule is arranged so that such variations can be given full weight without in the least changing or modifying the fundamentals of the schedule.

In working out the classification no attempt was made to change or modify existing trade practices. The main effort was to provide machinery for grouping in logical order the transactions actually occurring on various live-stock markets, and then to provide suitable nomenclature for the various groups so that a clear picture of the market may be presented to producers and the trade. The Bureau is planning to publish a series of bulletins describing in detail the various classes and grades of each kind of live stock.

Mimeographed copies of the classification may be obtained upon request to the Live Stock, Meats and Wool Division of the Federal Bureau of Agricultural Economics.

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## TENNESSEE STRAWBERRY GROWERS PLAN TO ORGANIZE

Strawberry growers of Tennessee are contemplating the organization of a cooperative marketing association and with the assistance of Ralph Morgan, Organization Specialist with the Division of Extension, University of Tennessee, Knoxville, and the State Farm Bureau, are formulating their plans. Separate associations at each shipping point will be established. The State association will be composed of a board of trustees made up of one or more directors from each of the local associations. A membership campaign in the new association will be started in the near future.

## SOUTH DAKOTA POULTRYMEN MARKET EGGS ON QUALITY BASIS

Progressive poultrymen in South Dakota are endeavoring to locate an outlet for their eggs where payment will be made for their product in proportion to the quality, according to specialists of the Farm Economics Department at the State College of Agriculture, Brookings, S. D.

In many cases it was found that dealers have not been in the habit of buying eggs on the basis of quality, but instead have bought by count, paying the same price for all eggs bought whether good or poor in quality. This has resulted in the penalization of the producer of first-class eggs and overpayment of the producer of poor quality eggs. Losses resulting from poor quality or badly handled eggs reflect in lower prices to the producer, and any policy of paying the same price for all eggs encourages the production of inferior ones and increases the loss sustained by the producer.

In an effort to assist poultrymen of the State the marketing specialists of the College are pointing out the various methods of finding an outlet where quality of eggs will be given consideration. Quoting from a recent communication, "It may be done by direct sales to consumers, by special arrangement with a local dealer, by shipment through a reliable commission house or to a jobber, or by cooperative arrangement whereby a number of producers build up a market for a special quality brand of eggs. This latter plan requires careful planning, more or less time to develop a demand, and may require more or less consistent advertising. As a rule, the plan which results in the most direct dealing between producer and consumer is the best, provided it can be arranged without requiring too much time and effort on the part of the producer."

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## PRACTICAL VALUE OF EXHIBITIONS POINTED OUT TO NEW JERSEY FARMERS

Farmers throughout New Jersey are being urged by the State Bureau of Markets, Trenton, to display their farm produce at the several agricultural shows in the State. "These competitions," A. L. Clark, Chief of the State Bureau, recently said, "should be an incentive to a farmer to seek to improve the quality and type of his products, for market experience shows that the additional care necessary to raise a crop above the average is always a profitable financial investment for the grower when the returns are counted. A farming community profits collectively as well as individually from the reputation it can establish for fine products and the fruit, vegetable, poultry, dairy and live-stock exhibits at fairs are the best sort of advertising."

The State Bureau of Markets also calls attention of farmers to the improved methods of judging agricultural exhibits at the fairs. Freakish size or shape is no longer an indication of a blue-ribbon winner. Rather is a standard of perfection, combining those qualities which are regarded as the most essential in practical requirements, the basis for judging, and therein lies the educational value to the grower.



## SURVEY SHOWS PRODUCTION AND MARKETING CONDITIONS AROUND ALTOONA, PA.

Dairying, poultry raising and potato growing are the most profitable enterprises in the agricultural section surrounding Altoona, Pa., according to a survey just completed by the Federal Bureau of Agricultural Economics with the cooperation of the Pennsylvania State Bureau of Markets and the Blair County Farm Bureau. The survey was made to determine to what extent local farmers are meeting the consumptive demands of the Altoona district.

Last year Blair County produced over 51,000,000 pounds of whole milk, nearly 200,000 bushels of potatoes, about 20,000 crates of eggs, and 200,000 pounds of poultry. The survey showed that this amount was less than ten per cent of the eggs, less than twelve per cent of the potatoes, and less than twenty-one per cent of the dressed poultry used in the Altoona consuming district.

When all the data are analyzed, it is planned to inform the farmers to what extent they are failing to meet the demands of the consumers. Producers will be advised of the advantages which they have over farmers in the areas which are at present called upon to produce Altoona's food supply, at least in respect to transportation costs. It was found that in the case of potatoes, the transportation costs ranged from fifteen to forty cents per bushel on the carloads that were required to meet the deficit in Altoona between September, 1922, and May, 1923. A thorough study of the marketing machinery in Altoona is being made and needed improvements will be recommended.

W. A. Schoenfeld, Assistant Chief, and H. R. Tolley, in charge of the Cost of Production Division, Federal Bureau, directed the study.

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## KANSAS POTATO GROWERS SATISFIED WITH SHIPPING-POINT INSPECTION

The value of shipping-point inspection this year has not only been estimated in dollars and cents by potato growers in Shawnee County, Kans., but it is believed that a good reputation for Shawnee County potatoes has been established. Market quotations averaged about 15 cents per hundred pounds higher for inspected potatoes than for non-inspected stock. The manager of one commission firm stated that several reorders were received from points in Georgia, Florida and Texas where Kansas potatoes were shipped early in the season.

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## KANSAS POULTRYMEN TO ESTABLISH STATE-WIDE MARKETING ASSOCIATION

A State-wide egg marketing conference was held at Topeka, Kans., September 29, at the call of J. C. Mohler, Secretary of the State Board of Agriculture, Topeka, and the president of the State Farm Bureau. Preliminary plans were made at the conference for the establishment of a State-wide egg marketing association. Poultrymen of the State expect to reap increased profits for their eggs through the combined efforts of a marketing association.

### SURVEY SHOWS WIDE USE OF RADIO ON FARMS

Approximately 40,000 radio receiving sets are on farms in 780 counties according to a recent survey made among county agricultural agents of the country, by the Federal Bureau of Agricultural Economics. This is an average of 51 sets per county. Applying the average to 2,850 agricultural counties it is estimated that there are more than 145,000 sets on farms throughout the country.

The estimates made by the county agents cover every State. In New York, 5,502 sets were reported for 37 counties, one county alone claiming 2,500 sets. In 51 counties in Texas there are 3,085 sets. Forty-three counties in Illinois show 2,824 sets; 26 counties in Missouri, 2,861 sets; 42 counties in Ohio, 2,620 sets; 40 counties in Iowa, 2,463 sets, and 26 counties in Kansas, 2,054 sets. New Jersey, Pennsylvania, Michigan and Minnesota each have between 1,000 and 2,000 sets.

By means of these radio sets farmers can receive the weather forecasts, crop reports and market quotations prepared by the United States Department of Agriculture and broadcast from stations located in various parts of the country.

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### NEW MEXICO BROOMCORN GROWERS PLAN FOR LARGE SEASON

A cooperative warehouse for the storing of broomcorn has just been completed by the Portales Cooperative Broomcorn and Warehouse Association, Portales, N. Mex. This association, which has been assisted in its organization matters by C. A. McNabb, Extension Agent in Marketing, State College, N. Mex., expects to handle 1,000 tons of broomcorn this year. To encourage better handling of broomcorn, the directors of the association have offered a prize to the seeder and baler operator doing the best work throughout the season.

Application has been made by the association for a license as a Government-bonded warehouse for the warehousing of broomcorn and cotton under the United States Warehouse Act.

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### COOPERATIVE MARKETING RECOMMENDED TO OKLAHOMA FARMERS

Cooperative marketing is being recommended by the Oklahoma State Market Commission, Oklahoma City, to the farmers of the State. The State Commission is urging the organization of cooperative marketing associations at the principal shipping points and the appointment of local inspectors to supervise the loading of cars of perishables. The adoption of Federal standards in the grading and inspection of farm produce is also being recommended. The value of shipping-point inspection certificates, based on Federal grades is pointed out to growers. The State Market Commission is offering to locate profitable markets for the produce of the State, especially for that handled through cooperative associations.



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# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



October 10, 1923.

Vol. 3, No. 40

## HAY MARKET REPORTS BEING ISSUED IN NEW YORK STATE

Hay market reports are now being issued by the New York State Bureau of Markets, Albany, in addition to feed reports. This service is being carried on cooperatively with the Federal Bureau of Agricultural Economics. The hay reports cover prices and conditions on the Boston, New York and Philadelphia markets. H. D. Phillips, Director of the State Bureau, reports that the new hay market reporting service is meeting with an especially cordial reception on the part of farmers and shippers.

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## ESTABLISHMENT OF FEDERAL GRADES FOR ALFALFA PROPOSED

Investigations which it is hoped will result in the establishment of Federal grades for alfalfa hay will be started this winter by the Federal Bureau of Agricultural Economics. According to present plans it is expected to have Federal grades ready in time for the 1925 crop.

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## PAMPHLET EXPLAINS OPERATION OF UNITED STATES WAREHOUSE ACT

An explanation of the advantages to farmers of the warehousing of their products in federally licensed warehouses and detailed information regarding the operation of the United States Warehouse Act are contained in a pamphlet entitled, "Warehousing Farm Products under the United States Warehouse Act," recently published by the U. S. Department of Agriculture.

The warehouse act was passed by Congress in 1916 and amended February 23, 1923 and July 24, 1923. It provides for licensing by the Secretary of Agriculture of any warehouseman engaged in the business of storing agricultural products moving in interstate or foreign commerce. The act designs to provide a uniform national system for the storage of staple farm products, to encourage such storage, and to facilitate the financing of stored products so as to make possible more orderly marketing.

As first enacted the law provided for licensing warehouses for the storage of cotton, grain, tobacco, and wool, but an amendment has made it possible to license warehouses for storing such agricultural products as the Secretary of Agriculture may consider storable under the act.

Facts pertaining to the warehouse Act are set forth in the pamphlet in the form of questions and answers. Copies of the pamphlet may be had by addressing the United States Department of Agriculture, Washington, D. C.

#### GOAT BREEDERS' MARKETING ASSOCIATION FORMED IN CALIFORNIA

Previous to his recent resignation as Chief of the California Division of Markets, Fred N. Bigelow assisted in the organization of a California Goat Breeders' Marketing Association.

The rapid development of the goat industry in California during the past few years has given this State the leadership in quality and quantity of animals. Paralleling this development has come the apparent condition of a glutted local market, which the present organization seeks to regulate.

The purpose of the association is to search out markets, provide needed publicity and establish the industry on a basis of sound intrinsic and reliable values. It aims to secure a 100 per cent membership of the goat breeders of the State. Plans are under way for carload shipments of animals to other States. Members of the association only will be allowed the benefits of this market.

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#### PENNSYLVANIA APPLE GROWERS HAVE SHIPPING-POINT INSPECTION SERVICE

Apple growers and shippers of Pennsylvania now have available an inspection service at five shipping points. The service is conducted cooperatively by the State Bureau of Markets, Harrisburg, and the Federal Bureau of Agricultural Economics. The United States grades for apples which have been adopted as the State standards for Pennsylvania are used as the basis for the inspection certificates. Inspectors are stationed at each of the following points, Chambersburg, Gettysburg, Biglerville, Flora Dale and York Springs.

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#### VIRGINIA AND RHODE ISLAND REQUEST FEDERAL FEED MARKET REPORTS

The Virginia Division of Markets, Richmond, and the Extension Service of the Rhode Island State College, Kingston, have recently requested the cooperation of the Federal Bureau of Agricultural Economics in the establishment of feed market reporting services. It is expected that the cooperative service will be inaugurated in Virginia the latter part of this month. Arrangements have not yet been completed with the Rhode Island representatives.

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#### FEDERAL LIVE-STOCK MARKET REPORTS BEING ISSUED FROM ATLANTA

A live-stock market reporting service has recently been started at Atlanta, Ga., by the Federal Bureau of Agricultural Economics. This is the only market in the Southeast where the Federal Government renders such a service for the live-stock interests. John Mozley, formerly stationed at East St. Louis, is reporting the Atlanta market.



### CLUB MARKETS A SUCCESS WITH MISSISSIPPI FARM WOMEN

Club marketing has helped to solve many problems among the farm women in Mississippi, according to Mrs. Florence A. Eldred, Marketing Specialist with the Extension Service, Mississippi Agricultural College, Agricultural College, Miss. Through these markets surplus farm products have been marketed at a profitable return to the farm women.

The markets are managed and patronized entirely by women. A market manager is employed on a per cent basis of sales. A Fair Price Committee consisting of three or five women, representing both producers and consumers, decides upon the prices to be asked each market day. The prices are placed slightly lower than those charged by retail grocers, since the market has no overhead expenses to carry. Lower prices are the chief inducement for housekeepers to patronize a market.

A standard product, attractively displayed has been the key-note of success of these club markets, which in many localities are being looked upon as permanent organizations.

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### BALANCE SHEET ON AGRICULTURE IN UNITED STATES BEING PREPARED

A balance sheet on agriculture in the United States is being prepared by the Federal Bureau of Agricultural Economics. This will show the total net returns to farmers of all agricultural products they sell. The value of the products exported will also be computed. The expenditures of the farmers for personal needs and for the production of their crops will also be shown. It is expected that the balance sheet will be completed within the next six months.

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### CIRCULAR ADVISES HOW TO MARKET TURKEYS PROFITABLY

"Hints on Marketing Turkeys" is the subject of a circular prepared by the Division of Dairy and Poultry Products, Federal Bureau of Agricultural Economics, for the information of turkey raisers. Points to be followed in determining how, when and where to market turkeys in order to realize the greatest profits, are discussed in the circular.

A limited number of copies of the circular are available for distribution.

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### GEORGIA ASSOCIATION ADOPTS TENTATIVE GRADES FOR PEANUTS

The tentative grades for farmers' stock white Spanish peanuts, recently recommended by the Federal Bureau of Agricultural Economics, have been adopted by the Southeastern Peanut Association, Atlanta, Ga. The grades will be used as the basis of all sales made by the association.

## SEEK METHODS TO AID NEW JERSEY FARMERS TO FORECAST CROP PRICES

Factors that have influenced the price of New Jersey potatoes on the New York market during the last twenty years are set forth in a report based on a recent study made by Frederick V. Waugh, Specialist in Marketing Research, New Jersey State Bureau of Markets, Trenton. The four factors determined by the investigation are: the production of potatoes in the United States, trend of potato production, changes in the general price level, and changes in demand. Calculating the amount of influence of each of the factors, Mr. Waugh has worked out a formula for estimating the average yearly prices which New Jersey potatoes are likely to bring on the New York market.

Using these four factors in the formula, it was found possible to estimate the average yearly prices in New York with an average error of less than ten per cent. The estimates are worked out by algebraic equations. Further factors that enter into prices, it is shown by Mr. Waugh, can be similarly reduced to the mathematical formula, affording an increasing degree of completeness to the possibilities of price forecasting.

In commenting upon the report submitted by Mr. Waugh, Alva Agee, State Secretary of Agriculture, said: "Mr. Waugh presents a most interesting attempt to make price forecasts more accurate by determining what prices would be if only the four prominent factors entered into the problem. Pretty definite information regarding these four factors can be secured for any date in the marketing season and when we learn the price these factors would fix for potatoes if they were the only influence, we can form a much safer conclusion regarding the course of prices than we could without this knowledge. Other factors remain an influence but we are helped on our way to a conclusion that we are willing to act upon. Mr. Waugh would claim for this study only an attempt to make some headway in forming sound judgment any year regarding potato prices."

This study is similar to one made by Dr. Holbrook Working of the University of Minnesota which was reviewed in the February 21, 1923, issue of "State and Federal Marketing Activities."

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## BOSTON WOOL MARKET REPORTS RECEIVED FAVORABLY BY THE TRADE

The market news service on wool recently inaugurated at Boston by the Federal Bureau of Agricultural Economics is being favorably commented upon by members of the trade. A broker recently said in reference to the new service, "Your quotation of prices is the most complete on the market. The bureau certainly has made a good beginning."

A dealer expressed his appreciation as follows: "Your report is very comprehensive. If we can be of assistance, do not hesitate to ask."

The reports are issued once a week from the Boston office of the bureau and contain a review of the wool market and brief comments on domestic wools, pulled, tops and noils, as well as on waste and on mohair. The reports also show weekly imports of foreign wool entered at the Boston custom house, and at Philadelphia, receipts of domestic wool at New York and the prices of wool and wool products.



## INTERMEDIATE CREDITS ACT EXPLAINED IN PAMPHLET

An explanation of the agricultural credits act of 1923 is contained in a pamphlet entitled, "Intermediate Credit for the Farmer," just prepared by the United States Department of Agriculture. The purpose of the act, it is explained, is to provide intermediate credit for the farmer. It enables the farmer to borrow for production and marketing purposes, for periods ranging from six months to three years, depending upon the purpose for which the credit is used. Intermediate credit banks were chartered and organized shortly after the law was passed and have been in operation for several months.

The agricultural credits act not only provides for the improvement of intermediate credit to the farmer through the organization of intermediate credit banks but also makes the following four other important provisions: (1) Under the provisions of the act the Federal reserve act is amended by increasing the maximum term for which the reserve banks may discount agricultural and live stock paper from six to nine months; (2) the definition of agricultural paper is broadened to include loans to cooperative marketing associations for grading, processing, packing, preparing for market, or marketing any agricultural product handled for members; (3) State banks are now eligible for admission to the Federal reserve system with but 60 per cent of the capital required for national banks; (4) privately financed and managed national agricultural credit corporations may be organized under Federal charter, if they have a capital of at least \$250,000.

Copies of the pamphlet may be obtained from the United States Department of Agriculture, Washington, D. C.

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## FEDERAL COOPERATION APPRECIATED IN VIRGINIA

Appreciation of the cooperation which the Federal Bureau of Agricultural Economics extended to Virginia in connection with a poultry-marketing project in that State is expressed in a recent letter to D. L. James, Assistant in Marketing Dairy Products, from J. R. Hutcheson, Director of Extension, Virginia Polytechnic Institute, Blacksburg. The statement, which reads in part as follows, shows that the desire of the Federal Bureau to be helpful in educational work along cooperative lines is beginning to be realized:

"I think you have done a splendid piece of work in helping to educate our farmers as to the benefits of poultry marketing and hope that the good work which you have done will bear much fruit.

"I am glad to learn of the cooperation given you by members of the Extension Division of Virginia. This is their duty and I am glad they performed it. I want you to know that we appreciate the spirit of cooperation shown by you all the way through, and wish you much success in your new undertaking."

### SALE PRICES OF PUREBRED SHEEP IN 1922

The average sale prices of purebred sheep for the year, 1922, by breeds, ranged from \$19 to \$33, according to a recent survey made by the Live Stock, Meats and Wool Division of the Federal Bureau of Agricultural Economics. The report represents the sale of 19,460 animals in which 10 breeds were included, as follows: Cheviot, 231; Cotswold, 270; Dorset, 260; Hampshire, 6,870; Lincoln, 153; Oxford, 578; Rambouillet, 9,362; Romney Marsh, 486; Shropshire, 961; and Southdowns, 339.

The highest prices were secured for service rams and ewes over one and under two years of age. Although the extreme top prices ranged from \$50 to \$1,400 there were six breeds out of the ten that did not report individual sales over \$125.

The average prices for the various breeds including all ages and both sexes were: Cheviot, \$29.40; Cotswold, \$19.53; Dorset, \$19.39; Hampshire, \$23.80; Lincoln, \$19.60; Oxford, \$23.20; Rambouillet, \$33.59; Romney Marsh, \$24.09; Shropshire, \$25.46; and Southdowns, \$27.20.

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### CROP REPORT SHOWS IOWA'S RANK IN AGRICULTURAL MATTERS

According to the Iowa crop report for September, prepared by C. F. Sarle, Agricultural Statistician, Iowa ranks first among the 48 States in several things. The items are listed by Mr. Sarle, as follows:

Corn, 14% of the United States total; oats, 15% of the United States total; hogs, 25% of the total number marketed; horses, 7% of the United States total; value of all live stock, January, 1923, \$431,000,000; number of fat cattle; number and value of poultry; number and value of eggs produced; pop corn (world center); timothy seed (world center); canned corn; total value of grain crops; value of land and farm buildings; value of farm implements; farm-owned automobiles; farm-owned telephones; percentage of improved farm lands; and per capita wealth.

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### SURVEYS TO BE MADE OF AGRICULTURAL CONDITIONS IN FOREIGN COUNTRIES

Within the next year the Federal Bureau of Agricultural Economics expects to complete a survey of the agricultural conditions and markets of France, Germany, Poland, Denmark and Russia. A similar survey was made last year of the agricultural conditions of the Danube Basin.

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### PEANUTS CAN NOW BE STORED UNDER U. S. WAREHOUSE ACT

Regulations for storing farmers' stock peanuts under the United States Warehouse Act were signed October 1 by the Secretary of Agriculture. Copies of the regulations will be available as soon as they can be printed.



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# STATE AND FEDERAL MARKETING ACTIVITIES

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## MICHIGAN ADOPTS U. S. POTATO GRADES

The United States grades for potatoes were promulgated as the legal standards for Michigan in an order issued recently by L. Whitney Watkins, State Commissioner of Agriculture, Lansing. Five grades were specified and are given immediate effect.

The order was issued in conformity with resolutions and requests of the Michigan Potato Growers' Exchange, the Michigan Potato Shippers' Association, the Michigan Potato Producers' Association, and the Michigan Agricultural College.

To assist buyers and inspectors in knowing what grades they are getting, uniform methods of packing and tagging also are provided in the order.

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## T. W. MCBRIDE BECOMES HEAD OF TEXAS DIVISION OF MARKETS

T. W. McBride has succeeded T. R. Bolin as Director of the Division of Markets, Markets and Warehouse Department, Austin, Tex. Mr. McBride has been a Warehouse Examiner with the State Department for several years.

One of the new duties which he will be called upon to assume is the administration of the rural credits law passed by the last session of the legislature. He plans an active administration of his office, hoping to extend its benefits to producers and shippers of farm, ranch and orchard commodities of Texas.

Mr. Bolin, the former chief of the division, will be connected with the State Warehouse Division as examiner, with headquarters in Dallas.

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## STATE MARKETING OFFICIALS SET DATE FOR ANNUAL MEETING

The fifth annual meeting of the National Association of State Marketing Officials will be held at the Auditorium Hotel, Chicago, December 3, 4 and 5. The main part of the program will be devoted to the subject of cooperative organizations. The completed program will be ready for distribution in the near future.

H. D. Phillips of the New York State Department of Farms and Markets, Albany, N. Y., is secretary of the association.

## TABULATION MADE OF SHIPPING POINT INSPECTIONS DURING FISCAL YEAR 1923

During the fiscal year ending June 30, 1923, a total of 72,666 inspections was made at shipping points in the 22 States listed below:

<u>State of Origin</u>	<u>No. of Inspections</u>	<u>Commodities</u>
California	17,778	Apples, Grapes, Cantaloupes. Bermuda Onions, Vegetables.
Colorado	24,815	Potatoes, Apples, Deciduous Fruits, Vegetables.
Florida	162	Tomatoes.
Georgia*	45*	Peaches.
Idaho	13,338	Potatoes, Apples.
Maine	384	Potatoes.
Massachusetts	67	Onions.
Missouri	36	Potatoes.
Montana	444	Potatoes.
New Jersey	1,499	Potatoes, Apples, Peaches.
New York	905	Potatoes.
North Dakota	432	Potatoes.
Ohio	73	Onions.
Oregon	387	Apples, Deciduous Fruits.
South Carolina	1,091	Potatoes.
South Dakota	308	Potatoes.
Tennessee	51	Strawberries.
Utah	651	Peaches, Onions, Apples, Potatoes.
Virginia	4	Apples.
Washington	8,917	Apples, Potatoes, Deciduous Fruits.
West Virginia	39	Apples.
Wisconsin	1,035	Potatoes, Cabbage.

\* Georgia deal not completed June 30, 1923. Final total for Georgia was 330.

Of the 72,666 inspections made at shipping points during the past fiscal year, there were only 61 reinspections made at receiving markets, 27 of which sustained the original inspections.

At the receiving markets, 14,710 inspections were made on fruits and 13,459 on vegetables, making a total of 28,169 inspections.

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### SHIPPING POINT INSPECTION POPULAR IN UTAH

More than half of the shipments of four leading products of Utah have been inspected at shipping point this season. Of the 1,275 cars of peaches shipped from the State, 878 were inspected. Certificates were issued on 157 of the 614 cars of potatoes, while 34 of the 47 cars of pears shipped were passed upon by the State-Federal inspectors. Only four cars of prunes were reported shipped from the State, three of which were inspected. A. E. Mercker of the Federal Bureau of Agricultural Economics was in charge of the shipping point inspection service in Utah.



## CIRCULAR EXPLAINS STATE-FEDERAL SHIPPING POINT INSPECTION SERVICE

A four-page circular just issued by the Federal Bureau of Agricultural Economics, describes in detail the State-Federal shipping point inspection service. The circular contains a list of the States with which cooperative agreements for the conduct of joint inspection work have been effected, the products inspected in these States, and the representative in immediate charge of the State's part of the service.

In all the States the inspection work is done by State employes who hold Federal licenses and who are trained by and work under the supervision of Federal inspectors. These men issue joint State-Federal certificates on inspections made at shipping points. The certificates have equal value in United States courts with straight Federal certificates, and are also prima facie evidence in the courts of the State in which they are issued.

The present inspection law provides for inspections at all points which can be conveniently reached from designated markets, and has removed the restriction which, in the past, limited the service to products that had moved in interstate commerce. Under the present regulations, therefore, inspections may be obtained at certain shipping points in the States cooperating with the Federal Bureau; at designated receiving markets, and at all points which can be conveniently reached from these markets. The circular contains a list of the thirty-four cities designated as receiving markets.

Copies of the circular may be obtained upon request from the Fruit and Vegetable Division of the Federal Bureau of Agricultural Economics, Washington, D. C.

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## OREGON POTATO INSPECTION LAW DISCUSSED AT RECENT MEETING

Problems of putting into operation the new law requiring compulsory grading and inspection of potatoes in Oregon were outlined and discussed at a recent meeting in Portland, presided over by C. E. Spence, State Market Agent. Growers, buyers and shippers were present at the meeting.

Some of the difficulties in obtaining a capable and properly distributed number of inspectors were brought out at the meeting, but it seemed to be the opinion that enforcement of the law will be for the good of the industry.

Mr. Spence explained the terms of the potato inspection law which was made effective by proclamation of the governor July 30, 1923. The advisability of compulsory grading and inspection was determined by a special committee composed of growers and dealers appointed by the governor. By virtue of the fact that authority for the act is based on the 1917 grain inspection law, ample penalty for any violations is provided. The Oregon law established the U. S. potato grades as the standard for Oregon, effective September 15, 1923.

It is required that the potatoes which are inspected have stenciled on the sacks, the grade of the potatoes in the container, also the name and address of the grower or growers' association.

### STRICT GRADING OF POTATOES URGED IN NORTH DAKOTA

Strict grading of potatoes is essential to secure the best prices for the North Dakota crop this fall, is the warning of Dr. A. H. Benton, head of the Department of Marketing and Rural Finance, North Dakota Agricultural College, Agricultural College, N. D.

"Shipping of low grade potatoes to the marketing centers results in considerable loss to the producer who has to pay the freight on the poor potatoes as well as the good ones, and then is apt to receive a gross return smaller than would have been the return if he had kept the poor potatoes on the farm and shipped only the good ones," declares Dr. Benton. "Flooding the market with low grade tubers also spoils the market for those who ship a product which will grade U. S. No. 1."

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### STATISTICAL CONFERENCE TO BE HELD AT INDIANAPOLIS

A conference of Federal and State agricultural statisticians in the Northern and Eastern States will be held in the State Capitol at Indianapolis, Ind., October 22, 23 and 24. The program will include a general statement about future prospects and discussions of statistical methods used, methods of estimating acreage and the number of cattle and sheep on feed, checks for livestock production reports, and other subjects dealing with the estimating and forecasting activities of the Federal Bureau of Agricultural Economics. It is expected that between 35 and 40 men will be in attendance at the conference.

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### OFFICIAL GRADES FOR CITRUS FRUITS TO BE RECOMMENDED SOON

Official grades for oranges and grape fruit will probably be ready for recommendation by the Federal Bureau of Agricultural Economics about November 1. Factors to be considered in the grading of citrus fruit are now being studied by the fruit and vegetable standardization specialists of the bureau. An initial order for the inspection of approximately 7,000 cars of oranges and grape fruit has been received by the bureau from an independent dealer in Florida.

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### COLOR REQUIREMENTS FOR WEST VIRGINIA APPLE GRADES INTERPRETED

The wording of color requirements for West Virginia standard "A" grade for apples, as adopted by the State legislature this year, is slightly different from the wording in the U. S. Grade No. 1. However, the State Bureau of Markets, Charleston, W. Va., interprets the requirements to mean exactly the same as those for U. S. No. 1 and inspections are being made accordingly.



### OHIO APPLES BEING INSPECTED AT SHIPPING POINT

Ohio apples, inspected at shipping point by State-Federal inspectors, are being packed and marketed under the Buckeye Brand name. Packing houses are located at three points where the inspections are made. Only two grades, the Ohio "A", and Ohio "B", are being packed. Inspections are made on the basis of the Ohio requirements. The requirements for grade "A" are the same as the U. S. No. 1, with the exception of color, which is higher on the Ohio grade. O. G. Strauss of the Federal Bureau of Agricultural Economics is in charge of the apple inspection work in Ohio.

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### FEDERAL LEASED WIRE SERVICE TO EXTEND INTO FLORIDA

Extension of the Federal leased telegraph wire will be made from Atlanta, Ga., to Jacksonville, Fla., November 1. The drop will be installed in the office of the Florida Marketing Bureau. Dissemination of the market reports received over the wire will be made by means of multi-graphed bulletins and by telegrams to organizations or individual growers and shippers requesting the service.

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### OREGON ADOPTS TENTATIVE U. S. GRADES FOR PEARS

Tentative U. S. grades for pears recently formulated by the Federal Bureau of Agricultural Economics have been adopted by the State Board of Horticulture in Oregon and are being used as the standard at shipping points in that State. The grades are known as Extra Fancy or U. S. No. 1; Fancy or U. S. No. 2; C Grade or U. S. No. 3.

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### FEDERAL MARKET NEWS SERVICE EXPLAINED TO MARKETING STUDENTS

Members of the marketing classes of Denver University, Denver, Colo., were recently addressed by J. D. Snow of the Denver office of the Federal Bureau of Agricultural Economics on the general subject of marketing. Mr. Snow explained particularly how the Federal Government collects and disseminates market information.

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### POTATO MARKET REPORTS MADE AVAILABLE TO NORTH DAKOTA SHIPPERS

Market reports on potatoes are now being issued from a temporary field station which the Federal Bureau of Agricultural Economics is operating at Grand Forks, N. D. The reports will probably be issued until the first of March.

## PAMPHLET DESCRIBES COOPERATIVE MOVEMENT DURING PRESENT DECADE

"Cooperation in the United States during the present decade" is the subject of a preliminary statement just issued by the Federal Bureau of Agricultural Economics. With the aid of tables and charts the development of the cooperative movement during the past ten years is traced. A limited number of copies of the mimeographed statement are available for distribution and may be had upon application to the Division of Agricultural Cooperation, Federal Bureau of Agricultural Economics, Washington, D. C.

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## SCHEDULE OF NEW YORK RADIO MARKET REPORTS ISSUED

A schedule of market reports furnished by the New York State Department of Farms and Markets, Albany, N. Y., for transmission by various radio sending stations has been issued. Five stations are now sending out market information by radio. Two are in New York City, one in Schenectady, one in Buffalo, and one in Newark, N. J. Copies of the schedule can undoubtedly be obtained from the Bureau of Markets, Department of Farms and Markets, Albany, N. Y.

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## POTATO MARKET REPORTS GIVEN WIDE DISSEMINATION IN WISCONSIN

Approximately 1,300 farmers and shippers are receiving the daily potato bulletins which the Wisconsin Department of Markets, Madison, is issuing in cooperation with the Federal Bureau of Agricultural Economics. In addition, the weekly market reviews, issued every Monday, are sent to 50 newspapers throughout the State. This review is widely disseminated by mail, by the press and by radio telephone. Much favorable comment has been made on the weekly reviews.

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## WISCONSIN GROWERS SHIP APPLES IN BOXES

Apple growers in the vicinity of Sturgeon Bay, Wis., for the first time are packing their apples in boxes. It is estimated that nearly 200 cars of boxed apples will be shipped this season. B. B. Jones of the State Department of Markets, Madison, is directing the packing methods. The apples are also being inspected at shipping point.

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## AGRICULTURAL PROGRAM PLANNED FOR GEORGIA

A simplified, constructive agricultural program for Georgia for 1924 is being prepared by the State College of Agriculture, Athens, Ga. With the operation of the plans in mind it is the hope of the College authorities that Georgia farms can be put on a self-sustaining basis, with a surplus of farm produce for the cities.



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# STATE AND FEDERAL MARKETING ACTIVITIES

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CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
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October 24, 1923.

Vol. 3, No. 42.

## SWEET POTATO STORAGE PROBLEMS STUDIED IN NEW JERSEY

A survey of the sweet potato storage problems covering the last twenty years has been made by F. V. Waugh of the New Jersey State Bureau of Markets, Trenton. By studying the results of the survey New Jersey farmers can determine whether or not it will pay them to store the sweet potato crop and hold it for higher prices in the late winter and early spring. The average trend of prices of sweet potatoes, both for the entire twenty years and in five-year periods, is shown in the report. The last five years shows a greater increase in price, as the season advances, than in earlier years.

Mr. Waugh points out that the prices of New Jersey potatoes are generally the lowest in October and November, when the crop is harvested. From then until April, the market prices increase noticeably each month, as the supply decreases, the net profit running from 11 per cent in December to an average of 77 per cent in April and May, these figures, however, not including the cost of marketing.

Farmers who have heretofore held their potatoes from immediate sale, in the fall and have stored the crop have taken more or less of a blind chance on the later markets. Just what is the percentage of chance, Mr. Waugh shows in his report.

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## NEW HAMPSHIRE'S PROGRAM FOR MARKETING WORK

Market reporting and the dissemination of market information through the Weekly Market Bulletin may be considered as the major work of the New Hampshire Bureau of Markets, Concord. However, some marketing surveys are made by the bureau as occasion demands. During the past winter a poultry survey was conducted, aiming not so much to ascertain the number of poultry kept as to obtain the source of markets and prices received for live and dressed poultry and for eggs during the past year in semi-monthly periods. The results of the survey were tabulated and published from time to time in the Weekly Market Bulletin.

A survey of the commercial apple orchards of the State is being planned. A list of the leading varieties of apples grown, the number of trees planted and the methods of marketing the crop will all be tabulated.

At the various fairs this fall effort was made by the State Bureau of Markets to call to the attention of the public the importance of grading and standardizing farm commodities. The United States potato grades were exhibited, also the New Hampshire grades for apples.

## NEED FOR UNIVERSAL COTTON STAPLE STANDARDS SEEN

Need for adoption of universal cotton standards for length of staple is felt by many of the leading spinners in Great Britain, reports A. W. Palmer, cotton specialist with the Federal Bureau of Agricultural Economics, who has just returned from Europe. The adoption of American standards for grade is meeting with general satisfaction and has led to the hope that similar action may be taken with regard to length of staple, Mr. Palmer said.

Renewed efforts are being made by the British trade to encourage the growing of cotton in other parts of the world, in view of the high price of the American product, Mr. Palmer reports. "Cotton from Brazil, Argentina, and Australia is being bought by English spinners, but in the view of a number of cotton men, production in these countries will not be sufficiently large to constitute an important factor in world cotton trade for at least ten years.

"Failure of the South to produce a large crop this season and the resulting high prices have been very discouraging to the Lancashire mills which had hoped to be able to revive their business in India and the Far East. The purchasing power of the people of these countries has been measurably reduced since 1920 while the high prices of cotton fabrics that have obtained in the past two years have brought about a lowered standard of dress. The effect of this doubly adverse situation has fallen most heavily on the Manchester group of mills. Fine goods mills spinning for the most part Egyptian cotton appear to be operating more profitably than mills running on American cotton, whereas on the Continent the reverse is true.

"The position of the Continental mills as a whole is much better by comparison. Prospects in Germany this year were for much smaller purchases of cotton than last year, but considerable improvement in conditions in Italy is noted. Owing to the uncertainties of exchange and the general resistance to increasing prices, the tendency of all of Europe is to buy on a day-to-day basis.

"General business conditions in Central Europe outside of Germany are also considerably improved. British banks in this territory have re-occupied their pre-war field and credit is now generally available for business purposes. Credit is furnished by these banks in pounds, whereas purchases of American cotton have to be paid for in dollars, so that spinners in Austria and Czechoslovakia are subjected to the risks involved in exchange fluctuation, and the extent to which business may avail itself of the credits offered is limited. Business men in Vienna express regret that American banks have not been more ready to establish themselves in that territory."

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## CALIFORNIA ASSOCIATION ADOPTS LIVESTOCK MARKET CLASSIFICATION

The Federal livestock market classification has recently been adopted by the California Cattlemen's Association as a basis of grading cattle for the association through its cooperative marketing system.



## RADIO MARKET NEWS SERVICE FIRMLY ESTABLISHED IN WISCONSIN

Seven reports giving market receipts and quotations are now being broadcast daily by the Wisconsin Department of Markets, Madison, from its transmitting station located at Waupaca, Wis. The reports cover the following information:

- 8:45 a.m. Estimated receipts on livestock from South St. Paul and Chicago markets. Carlot shipments of potatoes, apples and cabbage. Shipping point information on cabbage and potatoes.
- 9:45 a.m. Weather forecast for Wisconsin. Opening markets on rye, wheat, corn and barley from Chicago. Repeating all material broadcast on the 8:45 a.m. schedule.
- 10:45 a.m. Chicago, New York and Milwaukee butter and egg markets. Chicago and Wisconsin cheese markets, wholesale basis on all days except Tuesday. On Tuesday the call Board and Exchange prices from Plymouth are given. Chicago potato and cabbage markets.
- 11:45 a.m. Complete livestock markets from Chicago.
- 12:30 p.m. Complete summary of all the above listed markets with additional information as follows: Chicago and New York butter and egg futures; Pittsburgh, Cincinnati, Kansas City and St. Louis potato markets; and miscellaneous crop and market information.
- 2:30 p.m. Chicago grain closes on rye, oats, barley, wheat and corn. Poultry markets from Chicago. Hay markets from Chicago.
- 4:30 p.m. Market reviews and general marketing information.

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## POSTER USED IN EXPLAINING NEW YORK'S MARKET REPORTING SERVICE

"Know Your Markets" is the slogan used on a poster recently printed by the Bureau of Markets of the New York State Department of Farms and Markets, Albany, to bring to the attention of farmers the need of keeping in touch with market quotations. The poster reads in part as follows:

"Why produce a crop with your eyes open and then sell it with your eyes shut? The successful farmer sells with eyes open. He knows when and where to sell and at what price. He watches the markets.

"The price the farmer can get at the shipping points reflects directly the prevailing price in the large city markets. The wise farmer informs himself as to these city prices.

"Accurate and dependable market reports are prepared and issued daily by the State Department of Farms and Markets. These reports are sent out daily by radio and are also published in every important daily newspaper in the State.

"Watch these market reports in your daily paper. Get them by radio. Study them. Stop selling with your eyes shut. It will pay."

## NEW JERSEY TRADE URGED TO COOPERATE

More cooperation among members of the trade to improve the food distribution system was urged by A. L. Clark, Chief of the New Jersey Bureau of Markets, Trenton, at the State convention of food merchants held last week at Newark, N. J. Forming one of the most important links in the present system of food distribution, the grocers are the least organized of any body of modern tradesmen, the head of the state marketing system pointed out, and outlined how many evils that beset the food merchant today can be ironed out and trade ethics improved when there is better cooperation among the dealers, themselves.

In outlining some of the benefits that would come from organizations of grocers in every community Mr. Clark said:

"During recent years we have been making steady progress in New Jersey in the improvement of marketing conditions. Many individual farmers, convinced of the need and opportunity for bettering marketing methods, have tried in their individual way to bring about better conditions, but the real progress has come only through cooperative effort. In a thorough study of the marketing system, officials of the State bureau can not help but be impressed with the lack of cooperation among members of that most vital link of the food distributing system, the wholesale and retail food merchants.

"To the food merchant is given one of the most important public services in our modern scheme of civilization. The trade alone can elevate the standards of this service. By cooperation there is no intention of conveying any thought of price-fixing. But there are trade standards that should be general and generally understood and appreciated, both by the trade and the consumer. Grading of food products, for instance, has come to stay, and the dealer who acquaints his customers with the standard grades immediately establishes a new point of confidence and satisfaction."

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## QUESTIONNAIRE DEALS WITH TRANSPORTATION PROBLEMS

In preparation for the annual meeting of the National Association of State Marketing Officials, which will be held in Chicago, December 3, 4 and 5, Hugh J. Hughes, Chairman of the Transportation Committee, has sent out a questionnaire to all members of the association regarding their transportation problems. Based on the replies received the transportation committee hopes to make its report at the annual meeting worth while and constructive.

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## NORTH CAROLINA AGAIN HAS A LIVESTOCK MARKETING SPECIALIST

V. W. Lewis returned to the Extension Division of the North Carolina College of Agriculture, October 1, as Livestock Marketing Specialist. Mr. Lewis was with the North Carolina Extension Division in charge of its livestock marketing work for about two years, previous to his resignation last January to enter private business in Kentucky.



## NEW YORK'S MARKET REPORTING SERVICE

The New York State Bureau of Markets, Albany, has recently distributed a circular among farmers of the State explaining where and how to secure the market reports which the State Bureau issues daily. The reports cover three important markets in the State, Buffalo, Albany, and New York City. In addition, during the present season, two special commodity reports were issued, one on lettuce and one on grapes. These special reports showed market conditions and prices for each commodity in the important city markets outside New York State. They also gave daily information as to cars loaded and the destination of the same.

Practically all the important daily papers of the State, both morning and afternoon, now carry the reports covering the New York City market for fruits, vegetables, poultry, butter, eggs, country dressed meats, and hay. A special weekly report giving current prices and market conditions for grain and feed is also furnished to many newspapers of the State. Reports covering the Buffalo and Albany markets for fruits, vegetables, butter, eggs and miscellaneous products are published in the local papers of each city.

All the various market reports issued by the State Bureau of Markets through the newspapers are also broadcast by radiophone so as to cover the State completely.

Limited mailing lists for certain reports are also maintained by the bureau.

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## TENTATIVE STANDARDS FOR CIGAR-LEAF TOBACCO ADOPTED BY GROWERS' ASSOCIATION

The grades for Connecticut Broadleaf tobacco, prepared by F. B. Wilkinson, Tobacco Standardization Specialist, Federal Bureau of Agricultural Economics, have been adopted as the official standards of the Connecticut Valley Tobacco Growers' Association, Hartford. The association looks upon the new grading system as very complete and considers that it gives the buyer a better knowledge of the character and quality of the tobacco in question than any system hitherto devised. The system of grading is designed to indicate the group, quality, color and length of tobacco.

Grades for Wisconsin cigar-leaf tobacco have also been worked out according to the same system. They will be used by the Northern Wisconsin Cooperative Pool and several independent packers during the coming winter.

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## NEW JERSEY ISSUES MONTHLY NEWS SHEET

"New Jersey Marketing" is the title of a two-page mimeographed sheet which the New Jersey State Bureau of Markets, Trenton, plans to publish monthly. The first issue, dated October, contains short articles on various phases of marketing work in that State. This survey of the State's marketing activities is designed to keep farmers and others informed of the development being made along the lines of this important phase of agriculture.

### SHORT COURSE FOR FRUIT MEN TO BE HELD IN KENTUCKY

Arrangements for a fruit growers' short course on how to grow, handle and market fruit, have been made by the Kentucky Agricultural College, Lexington, for November 20-23, inclusive. The course is the first of its kind to be held in the State and will be put on through the cooperation of the State Horticultural Society and the College, and will probably be made an annual event.

Practically every problem dealing with the orchard industry from the selection and planting of the trees to the cooperative packing and selling of the fruit will be touched on during the meetings. A considerable portion of the time each day will be given over to round-table discussions. The final day of the meeting is to be given over to discussions dealing with the cooperative packing and marketing of fruit, and to the outlook for fruit growing in Kentucky.

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### NEW JERSEY DEALERS TO AID IN COST-OF-MARKETING STUDIES

Information that will indicate to dealers the costs of selling food products is to be made available through investigations directed by the New Jersey State Bureau of Markets, Trenton, in cooperation with the retail grocers' associations of Trenton and Jersey City and with individual store-keepers in other cities of the State. Few food merchants have any reliable data on the costs of marketing, the dealers themselves admit. The data on the costs of marketing under different methods are being gathered by J. E. Iownie of the State Bureau. The cooperating grocers have opened their books to permit the survey of costs, complete in every detail.

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### REPORT ISSUED ON COSTS OF KEEPING CATTLE ON NATIONAL FOREST RANGES

A preliminary report on the costs and methods of carrying cattle on the National forest ranges of Colorado in 1922 has just been issued by the Federal Bureau of Agricultural Economics. The study on which the report is based was made with the cooperation of the Federal Bureau of Animal Industry and the Colorado Agricultural Experiment Station. Copies of the report may be obtained from the Washington office of the Federal Bureau.

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### DISEASES OF SWEET POTATOES IN STORAGE SET FORTH IN ARTICLE

"Diseases of Sweet Potatoes in Storage," is the subject of an article in the October issue of New Jersey Agriculture, published by the Extension Service of the State University of New Jersey, New Brunswick. How to care for potatoes before placing them in storage in order to prevent rapid deterioration is explained.

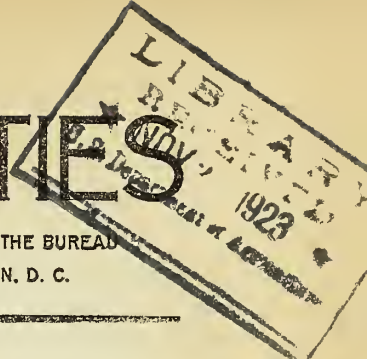


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# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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October 31, 1923.

Vol. 3, No. 43.

## CONNECTICUT ESTABLISHES GRADES FOR EGGS

Grades for eggs have been adopted by the State Board of Agriculture, Hartford, Conn., as follows:

"Connecticut Newlaid Fancy - eggs laid in Connecticut, strictly fresh, not more than seven days old. Weight not less than twenty-four ounces to the dozen. Clean, uniform in size, shape and color, and with sound shells. These eggs must be candled and packed by the producer or producers' organization in sealed cartons bearing the name, address and registry number furnished upon request by the Secretary of the State Board of Agriculture.

"Connecticut Hennerly - eggs laid in Connecticut, strictly fresh, not more than seven days old. Weight not less than twenty-four ounces to the dozen. Clean, reasonably uniform in size, shape and color and with sound shells.

"Connecticut Gathered - eggs laid in Connecticut."

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## MARKETING CONFERENCE TO BE HELD IN CONNECTION WITH APPLE EXPOSITION

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A marketing conference will be held November 9 in connection with the Eastern Apple Exposition and Fruit Show at the Grand Central Palace, New York City, November 3-10. The conference will be more or less informal. In the round-table discussions it is thought that common problems encountered in the marketing of apples and fruit in general can be considered. Notice of this marketing meeting has been sent to all the State Marketing Officials in the Eastern States.

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## EXECUTIVE SECRETARY APPOINTED FOR MIDWEST ECONOMIC RESEARCH COUNCIL

B. H. Critchfield of the Federal Bureau of Agricultural Economics has been appointed executive secretary of the Midwest Agricultural Economics Research Council, with headquarters in Chicago. Plans for the formation of the Council have been under way since last May when a research conference was called in Chicago to discuss the desirability of organizing such a council. It is expected that announcement will be made soon regarding the work which will be undertaken by members of the new research council.

## MARKETING WORK IN MAINE SHOWS PROGRESS DURING YEAR

Apple marketing, cooperative purchasing of supplies, shipping point inspection, and crop reporting are the outstanding features of the activities of the Maine Division of Markets, Augusta, during the year. Much educational work along these lines was carried on by means of lectures and addresses.

To obtain basic experience on which to advise regarding the organization and reorganization of fruit growers' associations, the State Division of Markets and the Extension Service of the College of Agriculture, Orono, have been cooperating with the Winterport Fruit Growers' Association in demonstrating the conduct of an apple marketing association. The Extension Service has assisted in developing the program of cultivation, fertilization and spraying to produce high-quality fruit. The Division of Markets and the Division of Inspection of the State Department of Agriculture have furnished a packing house superintendent and bookkeeper to institute the approved methods of packing and accounting. At the present time over fifteen hundred barrels of apples have been packed and the cost is much lower than when the packing crew has been moved from orchard to orchard. Final results of the study will be tabulated and used as a basis for future work.

Shipping point inspection work was instituted in Maine in 1921 on potatoes. That year 150 cars were inspected on a strictly State basis. In 1922 a total of 384 cars was inspected under a cooperative arrangement with the Federal Bureau of Agricultural Economics. During the early part of 1923 the Maine Potato Growers' Exchange was organized and is now marketing practically fifty per cent of the State's potato crop. By the middle of September of this year it became apparent that the quality of Maine potatoes was the highest for many years. Owing to the fact that the new organization desired to reduce expenses as much as possible, it declined to guarantee any definite amount of inspection work, notwithstanding that the independent shippers started off with a good number of inspections. Because of the uncertainty of volume it was decided by the Division of Markets to discontinue the shipping point inspection work during the present season.

Crop reporting has been carried on by the State Division of Markets in cooperation with the other New England States and the Federal Bureau of Agricultural Economics, covering the staple crops of the State as in former years. In addition, a careful survey was made of every sweet-corn canning community in the State to obtain an accurate record of the actual contracted acreage and the planted acreage for 1923. This will form the basis of more accurate reports on this important industry in Maine.

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## U. S. COTTON STANDARDS EXPLAINED TO NEW MEXICO GROWERS.

The United States official cotton standards were exhibited at the Cotton Carnival held at Roswell, N. Mex., the first part of October. C. A. McNabb, Extension Agent in Marketing, New Mexico College of Agriculture, State College, N. Mex., who attended the carnival, reports that the grades attracted much attention and elicited many inquiries from interested growers.



## FOREIGN CROP AND MARKET REPORTING SERVICE ENLARGED

American farmers are enabled to keep in touch with European agriculture through the foreign crop and market reporting service maintained by the Federal Bureau of Agricultural Economics. Commissioners, stationed in London and Berlin, investigate the demand for agricultural products and assist in developing the European markets for American produce. They also collect trade information and establish contacts between American producers and foreign buyers. Reports received from the London and Berlin commissioners and from other representatives of the Department of Agriculture abroad, are analyzed and disseminated throughout the United States from the Washington office of the Federal Bureau. Information regarding crop and marketing conditions is received at Washington direct by cable or radio from Rome, Berlin, London, Paris and other important commercial centers. Arrangements have been made by the Department of Agriculture for extensive cooperation with the Consular Service of the State Department in developing a supplementary reporting system. Information on crop conditions, estimates and forecasts is exchanged with foreign countries and with the International Institute of Agriculture at Rome.

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## STANDARDIZATION OF FARM PRODUCTS EMPHASIZED AT NEW YORK STATE FAIR

Standardization of farm products was the keynote of the exhibit prepared by the Bureau of Markets of the New York State Department of Farms and Markets, Albany, for the State Fair this fall. Apples and potatoes were the chief commodities for which standardization practices were urged. One booth was devoted entirely to a display of the U. S. potato grades. Piles of potatoes showed the various grades of potatoes and placards were used to explain the advantages of marketing only graded stock. Another booth very attractively displayed the New York standard grades for apples. In this booth placards were likewise used to emphasize the fact that marketing graded products benefits both producer and consumer by reducing marketing costs.

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## POTATO INSPECTION WORK OF EDUCATIONAL VALUE TO OREGON GROWERS

The cooperative shipping point inspection work in Oregon is demonstrating to potato growers the value of grading their stock before loading. R. L. Ringer of the Portland office of the Federal Bureau of Agricultural Economics, who is supervising the work, reports that of the first eight cars inspected, only three graded U. S. No. 1. Of the five cars which were off-grade, three were reconditioned and received a clean bill. The other two cars went out "failing to meet the requirements." Since then all cars have met the U. S. No. 1 grade specifications.

Potato grading and inspection has been compulsory in Oregon since September 15, by order of the governor.

### ADVANCE CROP DATA OF VALUE TO FARMERS

Reports of intentions of farmers to plant crops are to be issued regularly hereafter by the United States Department of Agriculture, in response to demands from farmers all over the country that the service be continued and expanded. A report on spring planted crops will be issued in March of each year, and one on fall sown crops in August.

This service was started last April, when an acreage intentions report on cotton, spring wheat, corn, oats, barley, flax, potatoes, sweet potatoes and tobacco was issued. A report on winter wheat and rye was published August 15. Evidence is available, the department says, that with these data farmers generally made readjustments in acreage in an effort to prevent over or under planting of crops and to bring the supply of crops into better correlation with demand.

The information upon which the reports are based is received from thousands of farmers in all parts of the country. Many of these farmers are regular members of the department's crop reporting staff, who have for years been reporting on acreage and condition of crops, and upon whose information part of the crop estimates as finally published is based. The intended acreage as published is reported by these farmers for their own farms.

It is also pointed out by the department that the intentions report is neither a guess nor a forecast of the acreage that is to be planted. It is a report of what is in the minds of farmers to do in the way of planting on their own farms, and is published with a view to enabling farmers to make readjustments in acreage to prevent under or over planting of crops.

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### SCHEDULE OF MARKET CLASSES AND GRADES OF LIVESTOCK DISTRIBUTED

Several hundred copies of the revised schedule of market classes and grades for livestock were recently mailed by the Federal Bureau of Agricultural Economics to educators, members of the trade and others. Numerous orders for additional copies of the schedule have already been received. A professor of animal industry has requested 100 copies of the schedule for use in connection with his class work. Many requests for sample copies have also been received from editors of farm and agricultural papers whose attention was called to the matter through a press notice announcing availability of the schedule.

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### BOSTON WOOL MARKET REVIEW GIVEN WIDER DISTRIBUTION

Beginning November 1, the Weekly Review of the Boston Wool Market will be put on the leased wire of the Federal Bureau of Agricultural Economics and transmitted to all of the branch offices of the Livestock, Meats and Wool Division. Each office will maintain a separate mailing list for this report to which mimeographed copies will be mailed weekly. Copies will also be available to local papers, press associations and others interested in keeping in touch with the wool market.



## STATE AGRICULTURAL OFFICERS SET DATE FOR ANNUAL MEETING

The annual meeting of the National Association of Commissioners and Secretaries of Agriculture will be held at the Raleigh Hotel, Washington, D. C., December 6 and 7. The agricultural situation throughout the country will be discussed by districts. Among the other topics to be considered are: "Immigration and Land Settlement," "Relation between State Departments of Agriculture and State Agricultural Colleges," "Governmental Price Regulation," "Service Work of State Departments of Agriculture," and "Regulatory Work." The work of the International Institute of Agriculture will be explained.

George W. Koiner, Richmond, Va., is president of the association, and Dr. Arthur W. Gilbert, Boston, Mass., is Secretary-Treasurer. Forty-four States are represented in the association.

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## COOPERATIVE MARKETING PROBLEMS DEMAND ATTENTION IN OKLAHOMA

The Oklahoma State Marketing Commission, Oklahoma City, is devoting much of its attention to cooperative marketing problems. The Extension Service of the Oklahoma Agricultural and Mechanical College, Stillwater, has recently requested the aid of the State Marketing Commission in helping to establish orderly and sane marketing machinery that farmers can use in marketing their livestock. The Marketing Commission is providing organization specialists to assist the farmers in organizing cooperative marketing associations at trade centers, through which livestock as well as fruits, vegetables and poultry may be marketed cooperatively.

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## BULLETIN GIVES DAIRY STATISTICS FOR NEW YORK STATE

A statistical review of dairying in New York State, including estimates of the production of milk per cow, total production and utilization of milk by counties, the monthly receipts of milk at plants and the quantities of various dairy products manufactured, has recently been issued as Bulletin No. 158, "Statistics Relative to the Dairy Industry in New York State, 1922," by the New York State Department of Farms and Markets, Albany. The investigation was conducted by John B. Shepard, Director, and Roy L. Gillett, Assistant Statistician, State Bureau of Statistics, with the cooperation of the Federal Bureau of Agricultural Economics.

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## CIRCULAR DISCUSSES NEW YORK CITY EGG PRICES

New York City egg prices and what they mean to the poultry raisers of New Jersey are discussed in Vol. 11, No. 6, "Hints to Poultrymen," just published by the Extension Service, State University of New Jersey, New Brunswick. Valuable hints regarding the marketing of eggs are given in the paper.

### NEW JERSEY FARMERS FIND VALUE IN MARKET NEWS SERVICE

Up-to-the-minute market information enabled New Jersey farmers to plan their crop shipments more intelligently this year. Newspapers, telegraph and radio carried the information on prices and marketing conditions to every agricultural corner of the State through the comprehensive news service rendered by the State Bureau of Markets, Trenton, with the cooperation of the Federal Bureau of Agricultural Economics. Reporters were stationed by the Bureau of Markets in the New York City, Newark and Philadelphia markets to keep in complete touch with the situation regarding supply, demand and prices. By 9:30 each morning the reports were compiled ready for disseminating among growers and shippers. Approximately 20 newspapers published the daily bulletins regarding conditions in all the Eastern markets for that particular day. Plans are being made by the State Bureau to extend further this daily information service so that county boards of agriculture, banks, chambers of commerce, and possibly railroad shipping stations can be centers for local dissemination of this market information before noon of each day.

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### KANSAS TO HAVE A STATE-WIDE EGG MARKETING ASSOCIATION

At the State-wide egg marketing conference held at Topeka, Kans., recently, plans were made to organize a State-wide cooperative marketing association. The conference was called by J. C. Mohler, Secretary of the State Board of Agriculture, Topeka. Local cooperative associations will be organized to function as collecting and grading agencies at the natural concentration centers. The sale of eggs from all these communities will then be placed in the hands of a State marketing expert. The locals will be federated into a State-wide association. Members will be required to sign contracts to market eggs through the cooperative association for a period of three to five years.

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### FACTS REGARDING MISSOURI'S AGRICULTURE SET FORTH IN BULLETIN

"Missouri in Paragraphs" is the subject of one of the recent Monthly Bulletins published by the Missouri State Board of Agriculture, Jefferson City. In this bulletin, Jewell Mayes, Secretary of the Board, has set forth numerous statistical facts regarding Missouri's agricultural standing.

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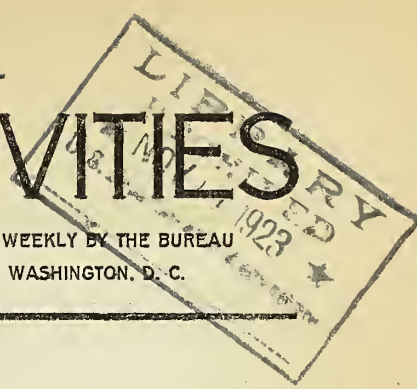
### MR. VALGREN OF FEDERAL BUREAU RESIGNS

V. N. Valgren, Economist in charge of the Division of Agricultural Finance, Federal Bureau of Agricultural Economics, has tendered his resignation effective November 30. Mr. Valgren has accepted a position with an insurance company in Hartford, Conn.



STATE AND FEDERAL  
MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



November 7, 1923.

Vol. 3, No. 44.

UNIQUE MARKETING EXHIBIT FEATURED AT SOUTH CAROLINA STATE FAIR

Many complimentary letters have been received by the Division of Markets of the South Carolina Extension Service for its exhibit at the State Fair held recently at Columbia.

The exhibit featured two roads to market. A thirty-foot sign over the booth read, "Roads to Market." Below was a smaller sign reading, "Choose Your Way," with arrows pointing on the right to "The Road to Success" and on the left to "The Road to Failure." A sign bearing the word "Success" had dimly discernible in the background a multitude of dollar-signs. Similarly the "Failure" sign had a background of question-marks.

The roads to success and failure were stairways on each side of the booth. On each step of the road to success was printed in large letters a factor in successful marketing, such as proper harvesting, standardized grades, standard packs, standard containers, etc. On each step was placed an assortment of South Carolina products meeting the No. 1 grade requirements, while at the top of the steps the products were shown packed in standard containers according to approved practices.

Each step of the road to failure displayed poorly-grown, diseased, decayed and ungraded products, while at the top of the stairway these were shown improperly packed in unstandardized or poorly constructed containers. On each step, also, the factors that lead to failure were indicated, such as improper harvesting, lack of grading, poor packing, etc.

A large sign and chart between the stairways featured shipping point inspection of fruits and vegetables. The chart showed the number of inspections made in each State during the past year. South Carolina held sixth place on the list.

On a table in front of the booth there was a display of standard containers for South Carolina fruits and vegetables, properly labelled. Each side of the booth was covered with pictures, 40 in number, illustrating the approved methods of grading South Carolina truck crops. On tables extending on each side of the booth were displayed standard packs of apples, sweet potatoes, tomatoes, peaches, onions, beans and grapes.

Marketing officials interested in preparing a similar display in their States may secure a picture of the South Carolina exhibit by writing to F. L. Harkey, Chief, Division of Markets, Spartanburg, S. C.

The personnel of the division, in addition to Mr. Harkey, is made up of L. H. Lewis, Market Agent, Florence, S. C.; and D. D. Whitcomb and C. A. Owens, Market Agents, Aiken, S. C.

## PLANS BEING MADE FOR MEETING OF STATE MARKETING OFFICIALS

Cooperative Organization and City Marketing are the subjects to be given chief consideration at the fifth annual meeting of the National Association of State Marketing Officials, which will be held at the Auditorium Hotel, Chicago, December 3, 4 and 5. Among the addresses so far arranged for are the following:

Development and Growth of Cooperative Marketing in the United States, by Lloyd S. Tenny, Assistant Chief, Federal Bureau of Agricultural Economics.

Fundamentals and Functions of Cooperative Marketing, by Professor E. G. Nourse.

Forms and Business Management of Cooperative Associations, by Walton Peteet, Director of Cooperative Marketing, American Farm Bureau Federation.

Cooperative Livestock Marketing, by John Brown, President, National Livestock Producers' Association, Chicago, and F. W. Doty, Manager, Chicago Producers' Commission Association.

Some Results of Terminal Market Studies, by W. A. Schoenfeld, Assistant Chief, Federal Bureau of Agricultural Economics.

The City Marketing Problem in Detroit (illustrated by motion pictures) by G. V. Branch, Director, Municipal Bureau of Markets, Detroit, Mich.

The officers of the association for 1923 are as follows:

President, F. B. Bomberger, Specialist in Marketing, University of Maryland, College Park, Md.

Secretary, H. Deane Phillips, Chief, Bureau of Markets, State Department of Farms and Markets, Albany, N. Y.

Treasurer, L. M. Rhodes, Commissioner, State Marketing Bureau, Jacksonville, Fla.

The Executive Committee is composed of the president, secretary, treasurer, and A. L. Clark, Chief, Bureau of Markets, Trenton, N. J., and Dr. H. C. Taylor, Chief, Federal Bureau of Agricultural Economics.

The Vice Presidents in charge of Committees are as follows:

Standardization - B. B. Jones, Standardization Specialist, Wisconsin Department of Markets, Madison, Wis.

Cooperative Organization - To be appointed

Transportation - Hugh J. Hughes, Director of Markets, Department of Agriculture, St. Paul, Minn.

Legislation - W. H. Somers, Chief, Bureau of Markets, Charleston, W. Va.

Sales and Consignments - D. C. Rogers, Associate State Marketing Commissioner, Jefferson City, Mo.

Market Reporting - Porter R. Taylor, Chief, Bureau of Markets, Harrisburg, Pa.

Crop Estimating - W. F. Callander, In Charge, Division of Crop and Livestock Estimates, Federal Bureau of Agricultural Economics.

City Marketing - Alexis L. Clark, Chief, Bureau of Markets, Trenton, N. J.



## EXTENSIVE MARKET REPORTING SERVICES BEING ESTABLISHED IN MANY STATES

Twenty-one of the 38 States in which marketing work in some form is being carried on by State agencies, have developed market news services. In some of these States the service offered is very limited, while in others it is well organized. The Federal Bureau of Agricultural Economics is cooperating with the following 18 States in the dissemination of market information: California, Connecticut, Florida, Georgia, Massachusetts, Michigan, Minnesota, Missouri, New Hampshire, New Jersey, New York, North Carolina, Ohio, Pennsylvania, Texas, Vermont, Virginia and Wisconsin.

Drops from the Federal leased telegraph wire are installed in the offices of the state bureaus of markets in the following states: Florida, Minnesota, Missouri, New Jersey, North Carolina, Ohio, Pennsylvania, Texas, Virginia and Wisconsin. In these localities where the leased wire is available to the States it has been possible to elaborate the market news service.

The market reports include information on prices and conditions at the principal markets of the country for fruits and vegetables, livestock and meats, dairy and poultry products, and hay and feed. In addition, summaries and reviews showing market trends, not only at principal markets but for the country in general as reflected in general agricultural conditions, are sent over the leased wires.

Various means are used in disseminating the market reports, including newspapers, special mimeographed reports, telegraph, telephone, and radio. Two of the State Marketing Bureaus, Missouri and Wisconsin, have their own radio broadcasting stations by means of which the market information is flashed over the country several times a day.

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## MORE TRAINING IN FUNDAMENTALS OF MARKETING DEMANDED IN NEW YORK

A resolution requesting the New York State College of Agriculture, Ithaca, N. Y., to establish larger teaching and research facilities in marketing was passed at a recent meeting of the conference board and cooperative council, which is the representative body of New York State farm organizations and cooperative associations.

In discussing the need for more training in marketing matters, the president of one of the large State organizations declared that his association was unable to find sufficient men who have a real understanding of the problems of cooperative marketing with farm experience and a farmer's point of view. Representatives of other cooperative associations and other organizations voiced the same feeling and emphasized the handicap that such organizations are proceeding under because of the lack of men trained and grounded in cooperative marketing and agricultural economics. The representatives of the College at the meeting expressed themselves as being in favor of the move and ready to meet the need for more information and training along marketing lines provided the state legislature should sanction the move and make the necessary appropriations.

## MEMBERSHIP OF MIDWEST AGRICULTURAL ECONOMICS RESEARCH COUNCIL

The membership list of the Midwest Agricultural Economics Research Council, Chicago, consists of the following government bodies, educational institutions, research agencies, trade associations, farm organizations and business concerns which are engaged or actively interested in agricultural economic problems in the middle western States:

Federal Land Bank	Wichita, Kans.
Armour's Livestock Bureau	Chicago, Ill.
Chamber of Commerce	Kansas City, Mo.
Milwaukee Association of Commerce	Milwaukee, Wis.
Federated Fruit & Vegetable Growers' Inc.	Chicago, Ill.
Chicago Great Western Railroad Co.	Chicago, Ill.
Ohio State Department of Agriculture	Columbus, Ohio
Illinois Agricultural Association	Chicago, Ill.
University of Chicago	Chicago, Ill.
University of Missouri	Columbia, Mo.
Federal Land Bank	Louisville, Ky.
Corn Belt Meat Producers' Association	Des Moines, Iowa
Millers' National Federation	Chicago, Ill.
North Dakota Farm Bureau Federation	Fargo, N. D.
Michigan State Farm Bureau	Lansing, Mich.
Federal Land Bank	St. Paul, Minn.
Farm Mortgage Bankers' Ass'n. of America	Chicago, Ill.
Kansas Agricultural Experiment Station	Manhattan, Kans.
National Ass'n of Farm Equipment Manufacturers	Chicago, Ill.
Ohio Farm Bureau Federation	Columbus, Ohio
Agricultural News Service, Inc.	Chicago, Ill.
Kansas State Board of Agriculture	Topeka, Kans.
American Farm Bureau Federation	Chicago, Ill.
Federal Bureau of Agricultural Economics	Washington, D. C.
Illinois Chamber of Commerce	Chicago, Ill.

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## MARKET REPORTS ON TURKEYS TO BE ISSUED BY FEDERAL BUREAU

Market reports on turkeys will be issued from Dairy and Poultry Offices of the Federal Bureau of Agricultural Economics to several of the State Bureaus of Markets, beginning about November 10 and continuing through the holiday season. Information will include the prices and market conditions in the Chicago and New York City markets and possibly other terminal markets, also buying prices in Texas and the supply and movement of the turkey crop. The latter information will be furnished by the Division of Markets of the Texas Department of Markets and Warehousing, Austin.

State offices interested in this particular phase of the Market News Service should communicate with the Division of Dairy and Poultry Products, Federal Bureau of Agricultural Economics, Washington, D. C.



### PAMPHLET DESCRIBES TERMINAL MARKETING STUDIES

"Carrying Fruits and Vegetables to 8,000,000 people in Port of New York District" is the subject of a pamphlet just issued by the Port of New York Authority, 11 Broadway, New York City, setting forth in a graphic way a few facts obtained from the cooperative studies made in cooperation with the Federal Bureau of Agricultural Economics. W. P. Hedden, Research Agent in Marketing, was in charge of the studies.

The first study discusses the movement of fruits and vegetables within the Port of New York District; the second, the commercial practices of the produce trade which influence the handling of produce at terminals; the third, the existing cost data on terminal handling; the fourth, fruit and vegetable terminal facilities, and two other studies deal with the retail margin and jobbing margins and with the secondary markets in Newark, Brooklyn and Harlem.

The problem of the Port Authority is that of integrating markets and terminals in the entire Port District to bring foodstuffs more quickly and cheaply to consumers.

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### FEDERAL HAY GRADES WILL BE SIMPLIFIED

Simplification of existing Federal hay grades on the basis of recent research work and in response to request for modifications from producers, handlers, and consumers of hay, is to be made by the Federal Bureau of Agricultural Economics. The number of classes and grades will be reduced and a simpler method of determining grade will be adopted.

Under the simplified system the classes of hay will be determined as heretofore by the percentage of grasses and legumes in mixtures. Grades will be determined by color. The color will be expressed as one factor, namely, the percentage of green instead of as a combination of brown leaf surface, brown and bleached heads, and bleached and off-color stems, as is done under the present Federal system.

Maurice Niezer of Fort Wayne, Ind., former president and for many years chairman of the grades committee of the National Hay Association, has been appointed by the bureau as a consulting specialist to advise in the hay grades work.

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### ORIENTAL GRAIN MARKETS TO BE STUDIED

A study of the methods used in handling American grain in Oriental markets will be made by B. W. Whitlock, in charge of Pacific Coast headquarters of the Grain Division of the Federal Bureau of Agricultural Economics, who will sail at an early date for the Orient. Mr. Whitlock will visit Yokohama and other Japanese ports, and commercial centers of China to secure official samples and information covering grain shipped from United States ports under certification of inspection, the supervision of which is a duty incumbent upon the Federal bureau.

### SHIPPING POINT INSPECTION SERVICE GROWS IN POPULARITY

"The shipping point inspection service of fruits and vegetables is now so generally recognized as an established factor in fruit and vegetable marketing that it is no longer a matter of selling the service to the public but of administering it on the limited funds available," reports F. G. Robb, Specialist in Shipping Point Inspection, Federal Bureau of Agricultural Economics, who has just completed an extensive trip through the Western States in the interest of inspection work. Mr. Robb states that the work in general is increasing greatly in volume and that the service is becoming more efficient at all points. Receivers are now demanding that the produce which they buy be inspected by government agents at shipping point. Shippers are beginning to realize that it is difficult to sell their fruits and vegetables without a certificate showing grade and condition of the products at time of shipment.

Increased interest is being manifested in f.o.b. auctions, Mr. Robb observed. In this method of sale, cars are sold in distant markets solely on the basis of government certificates before the car has actually left the shipping point. This method of selling, which began with cantaloupes from the Imperial Valley last spring, has expanded until it now includes practically all products which are sold on grade and some which are not.

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### FEDERAL LEASED WIRE CIRCUITS SHOWN ON CHART

A chart of the leased wire circuits operated by the Federal Bureau of Agricultural Economics has been prepared. The eastern circuit joins Boston, New York, Trenton, Philadelphia, Lancaster, Harrisburg, Baltimore and Washington. The southern circuit includes Washington, Richmond, Raleigh, Atlanta and Jacksonville.

The central circuit connects Washington, Pittsburgh, Cincinnati, Chicago, St. Louis and Kansas City, while the southwestern circuit joins Kansas City, Fort Worth and Austin. On the western circuit are Kansas City, Denver, Salt Lake City, Sacramento and San Francisco.

The livestock circuit is made up of Washington, Columbus, Chicago, Fond du Lac, Waupaca, South St. Paul, Minneapolis, East St. Louis, Jefferson City, Kansas City and Omaha.

Copies of the chart may be obtained from the Washington office of the Federal Bureau.

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### NEW JERSEY TOMATO GROWERS CONTEMPLATE COOPERATIVE ORGANIZATION

A State Canhouse Tomato Growers' Association is being developed in New Jersey, with the assistance of the State Bureau of Markets, Trenton, the State Federation of County Boards of Agriculture, and county agents. Meetings are being held in the various counties to take final action on the organization plans.



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# STATE AND FEDERAL MARKETING ACTIVITIES

LIBRARY

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

November 14, 1923

Vol. 3, No. 45

## ECONOMICS IN THE FOUR-YEAR AGRICULTURAL COURSE

An outline of economic subjects which should be included in a four-year agricultural course was recommended by Dr. H. C. Taylor, Chief of the Federal Bureau of Agricultural Economics, in his address before the 37th Annual Convention of the Association of Land Grant Colleges, which met in Chicago, November 13-15.

Dr. Taylor emphasized particularly the need for practical application of economic studies to current agricultural problems. "There are three classes of programs of action to which proper economic investigations lead," Dr. Taylor said. "First, the study of economics should lead to a practical and profitable program for the individual farmer. An understanding of the economic forces and adequate up-to-date information regarding economic facts, which should be provided constantly by public sources, give the basis for the working out of a program by each farmer and the making of adjustments of farming operations to changing conditions. Up-to-date information interpreted in the light of basic economic principles enables the farmer not only to choose more wisely what he should produce but also to select more wisely the time, method and place of marketing his product.

"Second, the study of economics should lead to practical and profitable programs of action for groups of farmers. Group action on the part of farmers, made effective through well-organized cooperative institutions, is making great progress today. The ultimate success depends in a large measure upon not only the intelligence and honesty of purpose of the leaders but also upon the understanding which the rank and file in the organizations bring to bear upon the problems these organizations are attempting to solve.

"Third, economic investigations should form the foundation of programs for State and Federal economic legislation affecting farmers. Programs are ever being brought forward. The only way to eliminate radical economic programs and radical leadership and to improve the quality of the agricultural statesmanship of this country is for the economists to take an active and leading part in developing sane programs of action that will get results."

Work should be so arranged in the college course, Dr. Taylor thinks, so that the student will start in with the study of economic facts of everyday life. He recommends that four courses dealing primarily in facts be given before the student takes up the general course in agricultural economics. One of these should be a thorough course in Economic Geography. This course should be primarily agricultural geography, but should not omit the location of mines, waterways, railways and centers of manufacture and final consumption, as they affect the marketing of farm products. This

course should provide for the student a clear mental picture of the location of the different lines of production in the United States and abroad, the physiographic and economic forces which determine their location and the movement of the farm products from the farm to centers of consumption.

Another preliminary course should deal with Agricultural History. "It is essential that the student should have a knowledge of the historical background of agriculture," Dr. Taylor said. Current agricultural problems should be approached from the historical viewpoint, and the student should be impressed with the fact that since conditions are continually changing, it is always important to take into account the dynamic and evolutionary forces that operate in agriculture as well as the operation of static forces. Dr. Taylor recommends that every agricultural student take at least a one-year college course in American history, in which special emphasis is placed upon the agricultural and industrial development of the country. He also considers it desirable that every student of agriculture have some knowledge of European history, especially of the economic development of Europe.

A course which would be of great benefit to every student of economics is one in statistical methods and graphic presentation, for economists must not only be able to discern economic factors but should also be in a position to evaluate them.

A course in farm accounting is also recommended to the agricultural student before launching upon the general course in agricultural economics. Dr. Taylor explained that this should not be merely a course in farm book-keeping but should consist of thorough instruction in the principles of accounting. It should be an analysis of the farm resources, expenditures and receipts of typical farms.

Following this general survey of the facts of world agriculture and the more intensive study of an analysis of resources and receipts and expenditures involved in each type of farming Dr. Taylor would then recommend the general course in agricultural economics.

The elementary course in agricultural economics should give the student a thorough knowledge of the economic characteristics of the factors of production and their utilization and teach him to think clearly in terms of those economic forces which determine what the farmer should produce and the methods of production and marketing to be used in order to secure maximum profits. This course should not be confined to the problems of farm management and marketing but should also cover the problems of landownership and tenancy, agricultural credit, insurance and taxation and the general principles which underlie the development of a higher rural civilization.

A considerable number of specialized courses should be available to the student after he has completed this general course in agricultural economics, is the opinion of Dr. Taylor. Courses should be offered in farm management and practice, marketing of farm products, cooperative marketing at home and abroad, agricultural statistics, land problems, agricultural finance, agricultural law and legislation, agricultural history and country life problems.

At the close of his address Dr. Taylor emphasized the need of trained men in the various branches of agricultural economics who can cope with the present-day problems confronting American agriculture.



## COOPERATIVE POULTRY SALES PROVE POPULAR IN SOUTH CAROLINA

Since South Carolina farmers have realized that there is a market for poultry at their very doors, poultry raising has been greatly stimulated in the State. The impetus given to this industry is the direct result of the cooperative poultry marketing endeavors, directed by the marketing specialists of the Clemson Agricultural College. F. L. Harkey, Chief of the Division of Markets of the Extension Service, Chamber of Commerce Building, Spartanburg, S. C., reports that nine cars of poultry were cooperatively sold during the past summer, and that plans are now under way for the shipment of more cars.

Previous to the sale, the county agent, with the assistance of an Extension marketing specialist, makes a survey of a certain district to ascertain if there is a sufficient amount of poultry available to make up a carload. Poultrymen desiring to cooperate in the marketing venture are requested to sign a contract agreeing to deliver so many pounds of poultry at a specified shipping point on a certain date. Arrangements are then made to have a Live-Poultry Transit car, known to the trade as a "Chicken Pullman," delivered at the tracks on the day of sale.

Prospective buyers are notified in advance that a car of poultry will be offered for sale on a certain date. Bids are received and the highest bidder is notified of the acceptance so that he can have a representative on the ground on the day of sale.

On the date specified, as the poultry is brought in, it is weighed and classified and the respective owners are given tickets specifying the weight of the various grades of poultry. From 100 to 200 producers may cooperate in making up a carload shipment.

The buyer deposits with a local bank a check covering the total value of the poultry. Immediately upon receiving the ticket showing the quantity and grade of his poultry the farmer can receive from the bank full payment for his share in the shipment.

This method of marketing poultry has proved very satisfactory among South Caroline producers, and Mr. Harkey looks for the poultry industry to play an important part in the diversification program of the State.

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## RADIO MARKET REPORTS RECEIVED ON BOARD LIVESTOCK EXHIBIT CAR

The practicability of radio market reporting was satisfactorily demonstrated on board the Purebred Sires Special which has been touring fifteen counties throughout Colorado. A radio receiving set was installed in the exhibit car fitted up by the Colorado Agricultural College, Fort Collins. Daily livestock and other market reports, sent out from the Denver office of the Federal Bureau of Agricultural Economics, were received on board the train. At each stop, groups of farmers surrounded the receiving instrument, eager to learn more about the reception of the Government's radio market reports. Reception of the reports was through an antenna attached to the roof of the cars and running lengthwise of two passenger coaches, on poles projecting twelve inches above the roof.

### EGG GRADING EXHIBITS HELD AT MISSOURI COUNTY FAIRS

The egg-grading demonstrations held at various county fairs in Missouri this fall aroused much interest among poultrymen regarding the production and marketing of quality eggs. Representatives of the State Marketing Bureau, Jefferson City, in conducting the demonstrations, took occasion to explain ways of improving the quality of Missouri eggs.

In commenting upon the egg exhibits, A. T. Nelson, State Marketing Commissioner, said: "Producers never fail to cluster around the exhibit of egg grades displayed by the Marketing Bureau, asking many questions regarding the ways and means of improving the quality of their eggs. They want to know about the difference in keeping qualities of fertile and infertile eggs. They are almost unanimous in giving the fellow a knock who brings dirty eggs to the market and takes as much money per dozen for them as the producer who markets clean, fresh eggs. They want to know how much difference per case of eggs the various ranges in weight per dozen of eggs would amount to if eggs were bought according to weight instead of on the dozen basis. They want to know all about candling eggs and how to make a candler. An hour spent around the egg exhibit of the Missouri State Marketing Bureau is always an interesting and profitable one."

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### MINNESOTA EXTENSION SPECIALISTS TO DISCUSS COOPERATIVE MARKETING

The second day of the annual extension conference at the University of Minnesota, St. Paul, November 19 and 20, will be devoted to the subject of the adaptability of cooperative marketing to Minnesota products. This will be a "question and answer" session, questions on cooperative marketing problems being prepared in advance and submitted to the authorities for consideration. F. W. Peck, Director of Extension, will discuss the subject: "The Extension Responsibility in Cooperative Marketing."

Questions on the cooperative marketing of butter, cheese, milk, eggs, poultry, livestock, wool, potatoes and wheat will be answered by Dr. J. D. Black and Professor H. B. Price of the University of Minnesota; O. B. Jesness, Professor of Marketing, University of Kentucky; and by managers of some of the large cooperative marketing associations functioning in Minnesota.

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### WASHINGTON ECONOMIST SPECIALIZES IN TRANSPORTATION

Professor E. F. Dunmeier, in charge of the work in Rural Economics at the State College of Washington, Pullman, spent the summer in the University of California taking special courses in Transportation. During the latter part of the summer he lectured on marketing and marketing problems among farmers in the State of Washington, working through the Agricultural Extension Division.



#### COURSE IN COOPERATIVE ACCOUNTING OFFERED AT NORTH DAKOTA COLLEGE

A course in Cooperative Accounting is being offered at the North Dakota Agricultural College, Agricultural College, N. D., this year. Nine graduate students, majoring in Agricultural Economics, are enrolled in the course. An analysis is being made of systems of records kept by various successful cooperative institutions and those advocated by the Federal Bureau of Agricultural Economics.

Field trips to cooperative institutions, where records and organization and equipment are studied at first hand, constitute an interesting part of the work. Each student is required to draw up a plan of records for some kind of cooperative institution in which he is particularly interested. Although cooperative accounting is made the central part of the course, consideration is given to the organization of cooperative associations and to the legal and current-news phases of the subject. C. E. Miller, Professor of Agricultural Economics, is teaching the course.

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#### EGG GRADING DEMONSTRATED TO CONNECTICUT POULTRYMEN

A practical demonstration in egg grading was staged recently for the benefit of members of the Eastern Connecticut Poultry Producers, Inc., which has its headquarters in Providence, R. I. The truck which collects the eggs from the farms and carries them to Providence, made its rounds as usual but instead of driving directly to market stopped at the farm of one of the members where the grading school was held. The candler graded the eggs ready for market while members of the association looked on. The demonstration afforded an opportunity for the association members to know just what factors enter in the grading of eggs.

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#### COURSE IN COOPERATION TO BE GIVEN AT UNIVERSITY OF CALIFORNIA

Dr. H. E. Erdman, Professor of Agricultural Economics, University of California, Berkeley, is planning to give a course in "Cooperation" beginning next January. In this connection, Dr. Erdman is planning to use in his reference material the semi-monthly publication, "Agricultural Cooperation" issued by the Federal Bureau of Agricultural Economics.

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#### PARTIAL INDEX TO "WEATHER, CROPS AND MARKETS" ASSEMBLED

A partial index to "Weather, Crops and Markets," July to October, 1923, has been assembled by the Federal Bureau of Agricultural Economics for the convenience of Agricultural Statisticians. Copies of the mimeographed index may be obtained from the Division of Information, Federal Bureau, Washington, D. C.

### EGG PRODUCTION INCREASES IN MISSOURI.

Statistics have been compiled by the Missouri State Marketing Bureau, Jefferson City, showing that the annual market value of eggs sold in that State is four times the annual market value of chickens sold. The figures show conclusively that egg production is the thing of primary importance in the Missouri poultry industry. In the future, State marketing officials say, four distinct phases of the egg producing and marketing program will no doubt be pushed intensively and bring the predominating importance of the egg producing side of the poultry industry to the front more than ever before.

They are: (1) the continuation of the "Make Missouri Eggs Better and Market them on a Graded Basis" program launched by the Missouri State Marketing Bureau over a year ago; (2) increased emphasis by the College of Agriculture, University of Missouri, and other agencies on the importance of rapidly increasing the egg production per hen per year; (3) the signing up of egg producers to a contract for a term of years that will provide for all of the benefits of marketing eggs on a graded basis through pooling in cooperative associations; and (4) through an increasing number of "egg factories" or commercial egg producing plants.

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### ARKANSAS ISSUES BULLETIN ON COOPERATIVE MARKETING OF COTTON

"Cooperative Cotton Marketing in Arkansas" is the subject of Circular No. 156 recently issued by the Extension Service of the University of Arkansas, Little Rock, Ark. In this circular, Edgar A. Hodson, Agent in Cotton Marketing Demonstrations, gives a brief history of cooperative cotton marketing associations from the first attempts at local cooperation to the present form of State-wide associations operating under a legal long-term contract. The operations of the associations in the different cotton states and some of the court decisions handed down affecting the associations, are also set forth. The circular contains the complete text of the Arkansas Cooperative Marketing Act, and a copy of the standard cooperative association marketing agreement.

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### FEDERAL RICE GRADE SPECIFICATIONS AVAILABLE IN CIRCULARS 290 AND 291.

United States grades for rough rice and revised grades for milled rice, prepared by the Federal Bureau of Agricultural Economics and recommended to the trade for adoption, are contained in Department Circulars Nos. 290 and 291, now available. The grades are the result of extensive research relating to the various phases of the rice industry, including production and milling, the general quality of the average rice crop, milling quality, and trade practices and requirements. Copies of the grade specifications may be obtained free upon request to the Division of Publications, United States Department of Agriculture, Washington, D. C.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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## EXTENSIVE RADIO MARKET NEWS SERVICE PLANNED FOR SOUTH CAROLINA

An extensive program for the distribution of agricultural information over the State by radio has been developed by the Extension Service of the Clemson Agricultural College, Clemson College, S. C. To accomplish this, a high-powered broadcasting station has been erected at the college. The operation of the station is under the direction of the Department of Physics but its use is for extension purposes.

To enable the reception of the material broadcast from the college in all agricultural counties of the State, each county agent has been provided with one of the latest types of receiving sets. The sets purchased are portable and are equally well adapted for permanent installation. Being portable, the county agent will be able to take the radio receiving set with him on his trips about the county and make actual demonstrations in farm homes or at meetings of farmers.

The initial radio market news program of the Extension Service contemplates the broadcasting of daily weather, crop and market reports and tri-weekly talks by extension specialists on various subjects in which county agents and farmers are interested. Each division of the college will participate in the program.

The market reports used in South Carolina will be secured by radio telegraph from the Radio Market News Service program of the Federal Bureau of Agricultural Economics, broadcast from the powerful station at Arlington, Va. The weather reports will be furnished by the U. S. Weather Bureau.

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## TENTATIVE GRADES FOR ORANGES FORMULATED BY FEDERAL BUREAU

Tentative grades for oranges have been formulated by the Federal Bureau of Agricultural Economics and will be used in the shipping point inspection work which the Federal Bureau will conduct in Florida with the cooperation of the Florida State Marketing Bureau, Jacksonville. Eight grades have been provided as follows: U. S. Fancy Bright, U. S. No. 1 Bright, U. S. No. 1 Golden, U. S. No. 1 Russet, U. S. No. 2 Bright, U. S. No. 2 Golden, U. S. No. 2 Russet, and U. S. No. 3.

Copies of the grade specifications may be obtained from the Fruit and Vegetable Division of the Federal Bureau of Agricultural Economics, Washington, D. C.

## STATE BUREAU STUDIES SELLING COSTS IN NEW JERSEY

Low quality farm crops can not be marketed at a profit, studies in selling costs have convinced specialists of the New Jersey State Bureau of Markets, Trenton, after a survey of conditions during the recent summer. Bitter experience showed many a farmer that it would have been a better investment to have left his poor fruit in the orchards and his money spent for harvesting in the bank rather than to have sent to market products of poor grade.

Market requirements, the bureau officials contend, should also be the main factor in determining varieties of fruit grown for market. This is illustrated by the fact that markets close to New Jersey do not have a strong liking for certain varieties of peaches, apples, and pears. But it is in the growing of poor fruit of any variety that the farmer faces the biggest chance of loss under present marketing conditions, according to State marketing officials.

The studies of marketing costs showed that not only did the low quality products fail to warrant the expense incidental to marketing, but their presence in the markets actually interfered with a more profitable sale of better grade goods. At times there were large quantities of these low grade fruits in the markets and records show that the greater the loss to the grower of the poor crops at such times, the greater the effect on the selling price of high grade products.

The market demand for better products is continually increasing, and bureau officials state that any farmer who will keep a simple and practical cost accounting system will find it is impossible to put the balance on the credit side of the ledger with poor grade crops.

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## TURKEY MARKET REPORTS BEING ISSUED DAILY BY FEDERAL BUREAU

Turkey market reports are now being issued daily by the Division of Dairy and Poultry Products, Federal Bureau of Agricultural Economics. These reports give the prices and market conditions on the New York City, Philadelphia, Chicago and Washington wholesale markets. Buying prices in Texas and the supply and movement of the turkey crop are also included in the daily reviews.

The reports are disseminated over the leased wires of the Federal Bureau and are also broadcast by radio from Washington. Plans are being developed to broadcast them from Chicago also. Inasmuch as the service is new, no mailing list has been built up. Being a seasonal commodity, subject to rapid price changes, it seems best that the reports be disseminated by telegraph or radio rather than by mail.

State marketing agencies or commercial firms interested in the reports can receive them direct from Washington, by wire collect, or from the branch offices of the Bureau through which the leased wire runs. Applications for the service should indicate the markets desired, whether interested in live or dressed turkeys, or both, and the length of time the service is needed.



## RADIO EXHIBIT TO BE SHOWN AT INTERNATIONAL LIVESTOCK EXPOSITION

A radio exhibit will be shown by the Federal Bureau of Agricultural Economics at the International Livestock Exposition at Chicago, December 1-8, to demonstrate the use to which radio can be put in disseminating weather, crop and market reports. The central panel of the exhibit will consist of a large map of the United States, studded with electric lights to indicate the location of the 125 stations now employed in broadcasting the agricultural reports all over the country.

The left-hand panel will be a reproduction of the interior of a broadcasting station showing the announcer at work reading a market report. Swinging over head will be an antenna over which the reports are being broadcast.

The right-hand panel will show a group of farmers gathered around a receiving set listening to the market reports as they come in.

A receiving set with a loud speaker attachment will be in operation during the exposition. Plans are being made to have two addresses a day broadcast from stations in Chicago and received at the exposition station. The program will include papers on agricultural subjects by the Secretary and Assistant Secretary of the United States Department of Agriculture, and by the directors of extension and scientific work in the department. Descriptive talks on the work of each bureau of the department will also be included in the radio program.

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## NORTH CAROLINA PLANS TO ENLARGE ITS MARKET NEWS SERVICE

Plans are being made by the State Division of Markets, Raleigh, N. C., for an extensive market news service, in cooperation with the Federal Bureau of Agricultural Economics, using the market information coming over the Government's leased wire. A complete survey of the market news needs of the State will be made before a definite program is announced.

The information now obtained from the leased wire is distributed largely through newspapers of the State. In addition, mimeographed reports are sent to 70 county agents, 150 vocational and demonstration agents, and 90 other extension workers in the State. Practically all of the fruit and vegetable, livestock, and dairy products information, sent over the leased wire is now being used by the State Division of Markets, as well as the Marketgram put out by the Federal Bureau.

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## MINNESOTA EXTENSION LEADER TAKES UP EDITORIAL WORK IN MARKETING

W. J. Corwin, Assistant County Agent Leader with the Extension Service of the University of Minnesota, St. Paul, has resigned to take up editorial and field work as a marketing specialist with "The Farmer," a journal published in St. Paul. Mr. Corwin will confine his work particularly to the problems encountered in the cooperative marketing of eggs.

## TURKEY MARKETING COMMANDS SPECIAL ATTENTION IN TEXAS

A special turkey edition of the State's Marketing Bulletin, the semi-monthly publication of the Texas Markets and Warehouse Department, Austin, appeared November 15. The value of turkey raising in the Texas program of diversified farming is discussed in one of the leading articles. Another article presents the season's outlook for turkeys. The necessity of care and intelligence in marketing the crop this season in order to bring profitable returns to producers is pointed out. The chief markets for Texas turkeys are New York City, Philadelphia and Chicago, the Marketing Bulletin states.

The large turkey crop in Texas this year prompts the State Marketing Agent to urge increased consumption. A special mimeographed letter was recently sent out by the Texas Markets and Warehouse Department suggesting that more turkeys could well be consumed locally. Civic clubs are being urged to make their banquets before Thanksgiving and Christmas turkey banquets.

"Hints on Marketing Turkeys," the circular recently prepared by the Division of Dairy and Poultry Products of the Federal Bureau of Agricultural Economics, is reprinted in full in the State's Marketing Bulletin. This same circular on marketing turkeys has also been used by the Bureaus of Markets in several other States where turkey raising is an important industry.

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## IOWA LIVESTOCK SHIPPERS HOLD CONFERENCES

District conferences of cooperative livestock shippers were held at nine different points in Iowa during October by the State association of Iowa cooperative livestock shippers. The subject of uniform records was given important consideration. Results obtained from such records proved very interesting to the officials attending. Several more of the local associations are planning to install the uniform records. S. H. Thompson, Extension Professor of Agricultural Economics, and C. W. Hammans, Extension Assistant Professor of Marketing, Iowa State College of Agriculture, attended the conferences and advised with the livestock shippers regarding their cooperative marketing problems.

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## WEEKLY GRAIN MARKET REVIEWS NOW AVAILABLE FOR DISTRIBUTION

A weekly grain market review covering conditions at the principal markets on wheat, corn, and oats is now being prepared by the grain market news service of the Hay, Feed and Seed Division of the Federal Bureau of Agricultural Economics. This report is issued every Saturday from Washington and will be furnished upon request to any agency or association which desires to make use of it in their marketing work or to make further distribution among producers. Plans are being made to broadcast these reports from the principal radio broadcasting stations throughout the country and to publish them in trade and farm papers.



### MARKET NEWS SERVICE BEING DEVELOPED IN FLORIDA

Since the installation of a drop of the Government's leased wire in the office of the State Marketing Bureau, Jacksonville, Fla., the market news service of the Bureau is being pushed with vigor. To the information received over the leased wire, the State Bureau adds local prices prevailing on the Jacksonville market. The information is distributed directly to all newspapers in the State and through the Associated Press. In addition, reports go directly to all cooperative shipping associations and to many local civic organizations interested in agricultural development.

Beginning December 1, a special telegraphic service, giving information regarding current agricultural commodities will be conducted by the State Marketing Bureau for several of the more important newspapers of the State and shipping associations. It is expected that strawberries will be the first commodity covered.

At present only one radio broadcasting station in Jacksonville is sending out daily market reports.

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### CREAM, EGG AND BUTTER ASSOCIATION STARTS MEMBERSHIP DRIVE

Actual membership solicitation in the cooperative marketing association for the handling of cream, eggs and butter in eastern New Mexico will be under way early in December, according to recent advice from C. A. McNabb, Extension Agent in Marketing, State College, N. Mex. Mr. McNabb has been advising with the farmers regarding the plan of organization, which provides for the establishment of a plant at Clovis, N. Mex., for the manufacture of butter and for the storage of eggs awaiting shipments in carlots to Eastern markets. A poultry handling plant is also contemplated which eventually would include facilities for the fattening of poultry and the preparation of dressed poultry for shipping.

An organization committee of 24 farmers from eight counties has been appointed and will have charge of the membership campaign. March 1, 1924, has been fixed as the time limit in which to put the proposition across.

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### EGG GRADING TO BE DEMONSTRATED TO STATE MARKETING OFFICIALS

A demonstration of egg candling and grading, and a conference on National standards for eggs will be a part of the program of the annual meeting of the National Association of State Marketing Officials, Auditorium Hotel, Chicago, December 3-5. The egg grading demonstration will be held on the evening of December 5, from 8:00 to 11:00. The place will be announced during the sessions of the convention. Roy C. Potts and J. M. Borders of the Division of Dairy and Poultry Products, Federal Bureau of Agricultural Economics, will be in charge of the egg demonstrations.

## LETTUCE MARKETING DISCUSSED IN SOUTH CAROLINA BULLETIN

"Commercial Harvesting, Grading and Marketing of Lettuce in South Carolina" is the subject of Extension Bulletin No. 56, just published by the Clemson Agricultural College. F. L. Harkey, Chief of the Division of Markets of the Extension Division, Spartanburg, S. C., and D. D. Whitcombe, Extension Marketing Agent, the joint authors of the bulletin, have clearly set forth the approved methods to be followed in preparing lettuce for market.

The bulletin is well illustrated to show the types of containers best adapted to lettuce shipments. The method of loading one and one-half bushel hampers in a car is explained and illustrated.

A list of "don'ts" to be observed by lettuce growers and shippers brings out in a convincing manner some of the principles of good marketing.

Copies of the bulletin doubtlessly may be obtained from the Division of Extension, Clemson Agricultural College, Clemson College, S. C.

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## GRAPHIC FARM SURVEY MADE FOR NEW JERSEY

A graphic agricultural survey of New Jersey has been completed by H. B. Weiss, Chief of the Bureau of Statistics and Inspection, State Department of Agriculture, Trenton. The survey shows by maps and statistics the facts regarding practically every element entering into the farming enterprise in that State. Geographic and geologic information, crop acreages and yields, including grains, truck, fruit, poultry and livestock are given in the report. A survey of marketing was also made which shows that New Jersey farmers are advantageously situated in regard to the nearness of big markets for the disposal of their products.

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## LIST AVAILABLE OF PUBLICATIONS OF FEDERAL BUREAU OF AGRICULTURAL ECONOMICS

A list has been compiled of the publications issued by the Federal Bureau of Agricultural Economics on market, crop and farm management subjects. The publications include Department Bulletins and Department Circulars, Farmers' Bulletins, Office of the Secretary Circulars, Service and Regulatory Announcements, Yearbook Separates, Miscellaneous Circulars, and Statistical Bulletins. Copies of the mimeographed list may be obtained from the Division of Information, Federal Bureau of Agricultural Economics.

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## ARKANSAS MARKETING SPECIALIST RESIGNS

Glen F. Wallace, Specialist in Marketing, Extension Service, University of Arkansas, has resigned effective December 1 to become agricultural agent with the Missouri-Pacific Railroad. His work will be principally in Colorado, Missouri and Kansas.



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# STATE AND FEDERAL MARKETING ACTIVITIES

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CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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November 28, 1923.

Vol. 3, No. 47.

## FINAL PROGRAM ANNOUNCED FOR MEETING OF STATE MARKETING OFFICIALS

Final arrangements have been made for the fifth annual meeting of the National Association of State Marketing Officials which will be held at the Auditorium Hotel, Chicago, December 3, 4 and 5. Indications are that this will be one of the best attended meetings in the history of the association. As previously announced, chief consideration will be given to the subjects of Cooperative Organization and City Marketing. The detailed program is as follows:

### Monday Forenoon

President's Opening Address, F. B. Bomberger, Specialist in Marketing,  
University of Maryland.

Business Session.

Development and Growth of Cooperative Marketing in the United States,  
Lloyd S. Tenny, Assistant Chief, Federal Bureau of Agricultural Economics.

Fundamentals and Functions of Cooperative Marketing, Dr. E. G. Nourse,  
Chief, Agricultural Division, Institute of Economics, Washington, D. C.  
In Charge of Committee on Standardization, Chairman, B. B. Jones, Wisconsin  
Department of Markets.

### Monday Afternoon

In Charge of Committee on Transportation, Chairman, Hugh J. Hughes, Director of Markets, Minnesota Department of Agriculture.

In Charge of Committee on Market Reporting, Chairman, Porter R. Taylor,  
Director, Pennsylvania Bureau of Markets.

In Charge of Committee on Crop Estimates, Chairman, W. F. Callander,  
Federal Bureau of Agricultural Economics.

Conference: Relations between State and Federal Agencies.

### Tuesday Forenoon

Cooperative Marketing of Livestock, John Brown, President, National Livestock Producers' Association, and S. W. Doty, Manager, Chicago Producers Commission Association.

Forms and Business Management of Cooperative Associations, Walton Peteet,  
Director of Cooperative Organization, American Farm Bureau Federation.

In Charge of Committee on Legislation, Chairman, W. H. Somers, Chief, West Virginia Bureau of Markets.  
Report of Committee on, and discussion of, the Trend of Cooperative Legislation.

#### Tuesday Afternoon

In Charge of Committee on Cooperative Organization, Chairman, Alvin C. Reis, Counsel, Wisconsin Department of Markets.  
Report of Committee, followed by discussion led by Joseph Passonneau, Director of Markets, Denver, Colo.  
In Charge of Committee on Sales and Consignments, Chairman, Daniel C. Rogers, Associate Marketing Commissioner, Missouri Marketing Bureau.  
Report of Committee on Legislation (continued)  
Report of Committee on Sales and Consignments. Discussion led by Earl C. Stewart, Vice-President, National League of Commission Merchants, Philadelphia.  
Business Session

#### Tuesday Evening

Banquet: Addresses by Dr. H. C. Taylor, Chief, Federal Bureau of Agricultural Economics, and L. D. H. Weld, Commercial Research Department, Swift and Company, Chicago.

#### Wednesday Forenoon

Some Results of Terminal Market Studies, Walter P. Hedden, In Charge of Research Work, Port of New York Authority, New York City.  
City Marketing Problems in Detroit (illustrated by motion pictures)  
C. V. Branch, Director, Municipal Bureau of Markets, Detroit, Mich.  
In Charge of Committee on City Marketing, Acting Chairman, W. A. Munson, Director, Massachusetts Division of Markets. Report of committee followed by discussion led by B. H. Critchfield, Secretary, Mid-western Agricultural Research Council, and Eldon C. Shoup, Secretary, New England Research Council on Marketing and Food Supply.

#### Wednesday Afternoon

Business Session  
Action on Committee Reports  
Election of Officers

Special Notice: A demonstration of egg candling and grading with a conference on the subject of national standards for eggs has been arranged by the Federal Bureau of Agricultural Economics for Wednesday evening, December 5, from 8 to 11 p.m.

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Next week's issue of "State and Federal Marketing Activities" will be a few days late, awaiting a report of the Chicago meeting.



## MARKETING WORK PLANNED BY SOUTH DAKOTA DEPARTMENT OF AGRICULTURE

The work of the South Dakota Department of Agriculture, Pierre, has been outlined by Frank M. Byrne, Commissioner, as follows:

1. To aid in the development of cooperative marketing organizations and to increase the efficiency in the marketing of the state's farm products.
2. To investigate the costs of crop and livestock production and to make the information available to the farmers of the State.
3. To cooperate with the Federal Government in studying the costs of marketing farm products with a view to lessening these costs.
4. To help in developing better standardized and better graded products which will bring better prices.
5. To furnish information to the farmers of the state relative to market conditions which will help them in adjusting their production to the needs of the market, and to sell their product to the best advantage.
6. To investigate possibilities for opening up new markets for South Dakota farm products.

"The South Dakota Department of Agriculture desires to give to the farmers of the state all other assistance which may be useful and within its power to render," Mr. Byrne stated.

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## STATE AGRICULTURAL POLICY BEING FORMED FOR PENNSYLVANIA

A long-time agricultural program and policy for the State of Pennsylvania, which will coordinate the activities of all the farm organizations and associated agencies in the State is now being formulated under the direction of the State Council of Agricultural Associations of Pennsylvania. The executive committee of the Council has been conferring with Frank P. Willits, State Secretary of Agriculture, Harrisburg, in regard to a State agricultural program, and is also giving careful consideration to the recommendations of the agricultural marketing and production conference held last spring.

A tentative program is being drafted by the committee and will later be submitted to each State agricultural organization through their representatives in the directorate of the Council. Final action on the proposed policy and program is expected to be taken at the annual meeting of the State Council at the time of the State Farm Products' Show, to be held at Harrisburg, the third week in January.

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## POSTER SETS FORTH COLORADO'S CODE OF AGRICULTURE

Colorado's Code of Agriculture has been printed as an attractive poster by the Extension Service of the Colorado Agricultural College, Fort Collins. The five-year agricultural policy adopted for the State is designed to serve as a guide in the development of the farming industry of the State on a permanent scientific basis.

#### APPLE GRADING METHODS TO BE DISPLAYED BY NEW JERSEY GROWERS

Grading methods used by leading New Jersey growers in packing apples for market will be exhibited at the Commercial Apple Show which will be held at Trenton, N. J., during Agricultural Week in January. The State Bureau of Markets, Trenton, the State Horticultural Society and the Horticultural Department of State College, are cooperating in planning this show. It is anticipated that this will be the finest commercial display of apples ever made in New Jersey.

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#### FARM CAMPAIGN TO BE MADE IN MISSOURI THIS MONTH

In connection with the farm campaign which the Missouri State Board of Agriculture, Jefferson City, is conducting, November 19-30, in cooperation with the Rock Island Railroad, lectures on marketing subjects are being delivered at the various stops. R. M. Elkins, poultry lecturer of the State Marketing Bureau, will speak on "Better Methods of Marketing Eggs," and "Making the Farm Flock More Profitable."

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#### ALABAMA DIVISION OF MARKETS PLANS NEW WORK

The State Division of Markets, Montgomery, Ala., is interested primarily in developing a strong standardization program and a shipping point inspection service. The State Division also contemplates definite work on the distribution of hay and feed market news and has asked the cooperation of the Federal Bureau of Agricultural Economics in this connection.

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#### IDAHO AND OREGON STUDENTS VISIT FEDERAL GRAIN SUPERVISION OFFICE

A group of students from the University of Idaho, Moscow and another group from Oregon Agricultural College, Corvallis, recently visited the Portland, Ore., office of Federal Grain Supervision, to study at first hand the methods used in grading wheat. The students, accompanied by one of the federal representatives, then inspected some of the elevators and mills.

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#### STUDENTS STUDY GRAIN HANDLING METHODS FIRST-HAND

Twenty-five students, constituting the marketing class at the Kansas State Agricultural College, Manhattan, recently went to Kansas City to study the handling of grain at a terminal market. Besides visiting the Supervision office of Federal Grain Inspection, the class called at the offices of the Board of Trade and the State Inspection Department.



#### ALABAMA TO REESTABLISH RADIO MARKET NEWS SERVICE

Plans are being made to reestablish the radio market news service in Alabama, according to recent advice from the Extension Service of the Alabama Polytechnic Institute, Auburn. The service was discontinued some time ago because of inability to secure necessary parts for the radio broadcasting set. The set has now been repaired and the broadcasting of market reports will be started soon. The market information sent out by the Federal Bureau of Agricultural Economics from the powerful station at Arlington, Va., will be copied and rebroadcast in Alabama.

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#### LARGE NUMBER OF FRUIT AND VEGETABLE INSPECTIONS MADE IN OCTOBER

During the month of October, 2,899 inspections of fruits and vegetables were made by the Federal Bureau of Agricultural Economics, at 30 different points. Of this number, 1,802 were fruit inspections, and 1,097 were vegetable inspections. In addition, 565 inspections were made for carriers. Because of lack of time, 109 inspections were declined. The New York City office of the Federal Bureau made 976 inspections, the highest monthly record ever made by any market. The total fees assessed amounted to \$11,750.50.

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#### MISSISSIPPI TO CONSIDER A STATE-WIDE AGRICULTURAL PROGRAM

A State-wide conference for the purpose of formulating an agricultural program for Mississippi has been called by Dr. D. C. Hull, president of the Mississippi Agricultural and Mechanical College, December 12. Representatives from all the State-wide agricultural associations have been invited to participate in the conference.

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#### IOWA EXTENSION BULLETIN AGAIN BEING PUBLISHED

The Extension Bulletin of the Iowa State College of Agriculture, Ames, is being published again after a lapse during the summer months. The mimeographed paper appears twice a month and sets forth the activities of the Extension Division, including marketing work.

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#### STUDENTS STUDY EXPORT FACILITIES IN PHILADELPHIA

Classes in export trade at the School of Commerce, New York University, New York City, recently went to Philadelphia to study the port facilities and export methods used there. A visit was made to the Supervision offices of Federal Grain Inspection.

## COPIES AVAILABLE OF COMPILATION OF ARTICLES ON ECONOMIC SUBJECTS

A few copies of the mimeographed publication, "Agricultural Economics," are still available from the Federal Bureau of Agricultural Economics. This is a compilation of papers which were prepared for publication in a number of agricultural college journals for the purpose of stimulating interest on the part of agricultural students in the field of agricultural economics. The papers assembled in this publication cover the following subjects: The field of agricultural economics; Organization for production; Cost of production and distribution; Land problems of the new era; Prices of farm products; Agricultural readjustments; Agricultural geography; Short-time or personal credit for farmers; Farmer movements and marketing; Marketing functions; Market inspection of perishable products; Market news services and information; Agricultural competition and demand; Agricultural legislation; Extension service in agricultural economics; The sociology of farm populations; Standardization of farm products; Fundamentals of cooperative marketing.

Copies of the publication may be obtained from the Division of Information, Federal Bureau of Agricultural Economics, Washington, D. C., as long as the supply lasts.

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### FARM ACCOUNTS EXPLAINED IN MINNESOTA BULLETIN

"How Fairfield Kept Farm Accounts" is the subject of an interesting bulletin published recently by the Agricultural Extension Division of the University of Minnesota, St. Paul. How to keep farm accounts and the value of such accounts are set forth in the bulletin. W. L. Cavert of the Division of Agricultural Extension, is the author of the bulletin known as Special Bulletin No. 77.

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### DR. WARREN DISCUSSES AGRICULTURAL SITUATION

The agricultural situation is discussed at some length by Dr. G. F. Warren, Head of the Department of Agricultural Economics, Cornell University, Ithaca, in the October number of the New York Extension Service News. The article is based on the monthly statistical summary which Dr. Warren prepares under the general title of "Farm Economics."

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### CIRCULAR DESCRIBES COST STUDIES OF OPERATIONS OF MILK DEALERS

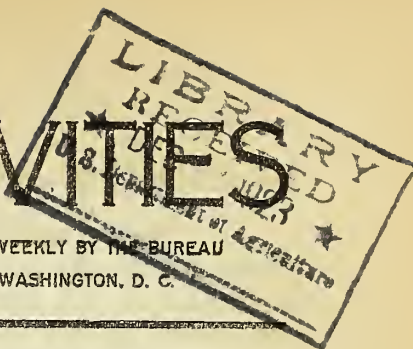
"Some Results from Cost Studies of the Operations of Typical Milk Dealers" is the subject of a multigraphed circular prepared by the Cost of Marketing Division of the Federal Bureau of Agricultural Economics. Copies of the circular may be obtained from that division.



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# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



December 5, 1923.

Vol. 3, No. 48.

## STATE MARKETING OFFICIALS HOLD ANNUAL MEETING

### COOPERATIVE ORGANIZATION AND CITY MARKETING

The Fifth Annual Session of the National Association of State Marketing Officials, at Chicago, was the most successful meeting of this body in both attendance of State representatives and interest in the discussions. The plan of devoting the program largely to two timely topics served to make the treatment of these subjects thorough and helpful.

President F. B. Bomberger, of Maryland, briefly reviewed the growing interest in marketing questions in all public discussions and the wide interest in cooperative marketing at the present time. This situation, he said, made the present meeting of the Association of particular importance. The public everywhere is looking more and more to State officials for leadership in marketing matters.

### Growth of Cooperation.

"Development and Growth of Cooperative Marketing in the United States" was discussed by Lloyd S. Tenny, Assistant Chief of the Federal Bureau of Agricultural Economics. He traced the early record of attempts at cooperation from 1785 to date. In 1840 there were 50 farmers societies; in 1858 some 900 were listed by the Patent Office and in 1868 there were 1350 so listed. Mr. Tenny traced the growth of cooperation through the Grange period of 1867 to 1876, and until 1893 when the California Fruit Growers Exchange was formed.

In 1915 a survey by the U. S. Department of Agriculture brought reports from 5,424 active farmers business organizations with a membership of 661,728 doing a business of \$624,940,448 annually. A similar survey began in 1922. Through the cooperation of crop reporters, a new list has been made which in November last included 8,313 associations. This number is not all and the Department estimates the total to be more than 10,000 farmers business organizations. Over 70 per cent of these 8,313 associations are located in the 12 north central States. Over 31 per cent are devoted to selling grain; dairy, 22 per cent; livestock 14 per cent; fruits and vegetables 10 per cent and the rest scattered. These associations had been doing a business of about \$1,500,000,000 in 1921, the year before the reports were made. This study is going on rapidly and the Bureau will soon have a fairly complete survey of cooperation in the whole United States.

## Fundamentals of Cooperative Marketing.

"Some Fundamentals of Cooperative Marketing" was the topic of a paper by Dr. E. G. Nourse of the Institute of Economics of Washington, D.C. He reviewed the recent progress in the field of cooperative organization and based on his observations pointed out several essentials to success. He said: 1. Successful Cooperation in the United States must be in American style based on our conditions; 2. It must be whole-heartedly democratic; 3. Size must be obtained by the organization of self-governing locals into federations; 4. Cooperation gets its gain not by power to coerce the market so much as by skill in meeting the market; 5. Cooperatives should keep free as possible of speculative activities; 6. Free from promotion and its expense; 7. Cooperation is the opposite of competition and it cannot compete with private trade; 8. Successful cooperation demands scientific study of each trade organization and each region. He also said the object of one group today is the selling function while the other is the shipping function. One wants to control 50 to 75 per cent of the product to control the market. The other gains by economically assembling and distributing the product. One group is in the rut, too timid to attack new problems; another is in the clouds, thinking that cooperation will make everybody happy, while the third group is patiently working out the details leading to success.

## Cooperative Marketing of Livestock

The organization and operation of the Cooperative Livestock Producers Association and its branch, the Chicago Producers Commission Association, was described by E. C. Grimes, of the Chicago Producers' Commission Association. He traced the early development of marketing livestock by country shippers through commission houses and pointed out some of the shortcomings of this system. The purpose of the movement, he said, is to secure economy in marketing and to get more centralized control in the market. The association started operation in June, 1922, and during most of this year has been the leading firm in the Chicago yards where over 100 firms operate. During recent months other firms have led in western cattle sales but the Producers Association has held the lead in hogs. He outlined the method of the association in the market which is to trade in shipments in the same manner as any other commission firm and to charge the same rate of commission, but returning a part of this to the shippers. This year about 3 per cent of the commission has been returned. Another advantage of the association is that it handles feeder cattle direct from the range to the feedlot without the double handling in the stockyards.

## Forms of Cooperative Organizations

The forms and business management of cooperative organizations were discussed by Walton Peteet, Director of Cooperative Marketing, American Farm Bureau Federation. He stated the aim and purpose of cooperation to be "to merchandise farm products and put an end to dumping and blind selling". This aim, he said, can only be accomplished through the



substitution of group selling for individual selling. He outlined the essential points of organization to be as follows: 1. organize on the basis of the commodity; 2. be non-profit and preferably non-stock; 3. membership confined to growers only; 4. have legally enforceable contracts for a period of years; 5. internal pooling by variety, grade, and quality of product; 6. experts in all technical positions; 7. control sufficient volume of production to make the cooperative a market factor and to insure low overhead costs; 8. federate local associations into state exchanges, and then into national groups. He discussed these points in detail and made applications to the proposed grain marketing organizations.

#### Terminal Market Problems of New York

Some results of terminal market studies in New York City were presented by Walter P. Hedden, of the Bureau of Agricultural Economics, and the port of New York Authority. He showed the complex problems of terminal distribution and suggested what must be faced as the city grows. Present facilities are taxed to capacity and growth is such as to indicate that by 1930 the total receipts will be almost doubled. In 1921, New York consumed fresh fruits and vegetables enough to fill about 145,000 freight cars. Of these 70 per cent were shipped in by rail, over 20 per cent by water and less than 10 per cent by truck. Most of that which comes by rail must be lightered across from New Jersey to the piers where a serious problem occurs. Over 85 per cent of these shipments pour into one small strip on the lower west side of Manhattan Island.

Mr. Hedden also reviewed the studies on margins and price changes and influences. The relation of these to the selling price of farm products was shown.

#### City Marketing Problems in Detroit

Farmers' markets provide the best means of handling local truck crops, is the opinion of G. V. Branch, Director of the Detroit Municipal Bureau of Markets, who has been in charge of the public markets in that city during the past four years. Only bona fide growers are allowed on the market--all dealers and hucksters being prohibited.

The Detroit municipal markets are not strictly retail markets, it being deemed inadvisable to restrict purchases simply to the consumer trade. From five o'clock until eight o'clock in the morning is known as the wholesale period, when about 75 per cent of the farmers' products are sold to wholesalers to be distributed to the retail grocers.

Because of the superior quality of the home-grown produce, the average price on the public markets usually ranges higher than the price for shipped-in produce, Mr. Branch said. Wholesalers and retailers are willing to pay a premium for home-grown products delivered fresh daily.

Motion-picture films were shown by Mr. Branch which gave a vivid picture of Detroit's city marketing work.

## COMMITTEE REPORTS.

### Committee on Standardization

Standardization of farm products is an activity in which practically every State is vitally interested, the Committee on Standardization reported. A close examination of reports obtained from 30 of the 48 States led the committee to believe that there is a need of a standardized method of procedure in developing standardization programs in the States.

Standardization is not confined to any certain line of farm products, it was stated. One State alone reported that definite grades have been established for 37 different products. A growing tendency among the States to adopt the United States grades was noted and the desirability of having uniform grades throughout the country was strongly commended.

The following five questions were submitted by the committee for consideration by the members:

1. Should grades established on farm products be established by an act of the legislature or should they be established by department rulings or orders?
2. Should the U. S. grades be universally used or should States establish their own grades in preference to any U. S. standards that might have been recommended.
3. Should the use of grades be mandatory or permissive?
4. Should shipping-point inspection work be carried on jointly between State and Federal departments or should this activity be left entirely to the separate State bureaus? Should inspection fees be uniform?
5. Should fruit and vegetable containers be uniformly established by Federal legislation or should the matter be handled by the various States?

A full report of the discussions on these various points will be found in the printed proceedings of the meeting.

### Committee on Transportation

The paramount importance of the transportation problem to the agricultural industry of the country was brought out by the Committee on Transportation. A tentative study of the transportation problems convinced the committee that more emphasis should be placed on the question, and prompted the suggestion that next year's annual program be centered on transportation in its various phases.

As the result of a questionnaire sent out by the committee, several vital points on transportation were brought out. The summary of answers indicates that practically no commodity has been shut out within the past few years by high freight rates but that when a long series of years is taken into consideration any unfavorable conditions continuing in operation serves to eliminate the production in any given commodity.



In replying to the question as to what lines of agriculture now being formed can best stand the existing high freight rates it was the unanimous opinion that products having a high value in proportion to their bulk can best stand the high rates. The products enumerated were cotton, tobacco, wool, livestock, dairy & poultry products and orchard fruits.

The need of developing a better distribution of agricultural effort in the States with reference to marketing possibilities was brought out in this report.

Unused transportation facilities of the country received much consideration by the committee. The report indicated that the motor truck is making heavy inroads on short-haul steam freight. It was brought out that water transportation has not been developed to its fullest extent, and it was recommended that the marketing officials give more consideration to the possibilities of water transportation in their respective States as a supplement to the existing steam, electric and motor truck lines.

The committee recommended that some effective check be made on the wasteful practice of shipping undergrade and unfit food products. Standardization of grades and packs was urged. Notable examples of the value of such grading are furnished by the growers of citrus fruits, apples, raisins and other perishable products.

#### Committee on Market Reporting

Progress during 1923 in market reporting has been very marked, both in the number of commodities covered and territory served. The extension of the Federal leased wire has been an important factor in opening new lines of information. Among the new reports were mentioned the feed reports, the wool reports, and the holiday poultry reports. Cooperative Federal and State work begun in 1920 has grown rapidly and developed some problems. The committee suggested that the rapid expansion calls for a policy as to the future on the proper relations of the State and Federal agencies when both are working on the same territory. It was agreed that the large national markets and interstate distribution are best handled by the Federal bureau, and that the smaller markets are the province of the State bureau. It was suggested that the public at large does not distinguish closely between public agencies. So every effort should be made to continue to work out cooperative relations which will prevent confusion, duplication, and secure the greatest service to those who use market news.

#### Committee on Crop Estimates

The relation of crop and livestock estimating to marketing programs was discussed by W. F. Callander of the Federal Bureau of Agricultural Economics in connection with the report of the Committee on Crop Estimates. He outlined briefly some of the data which are available, how these data are gathered and their relation to the whole marketing program. A knowledge of what is to be marketed must be had to establish an intelligent program for marketing, he said. To get a clear understanding of the available

supply for market, a knowledge not only of what is produced of particular commodities locally, but also what is produced in competing territories at home and abroad is necessary. It is of still greater importance to know how much of this product will enter commercial channels. Furthermore it is important to know the quality and grade of the product available to be marketed. Information is also needed of stocks in warehouses and on farms, so that those charged with the responsibility may be able to keep a sort of bookkeeping account of what has gone out and what remains to be marketed.

How the Federal Bureau collects and disseminates such reports was outlined. Copies of a list of reports on crop and live stock production issued by the Federal Bureau were passed out to the members of the Association.

#### Committee on Legislation

The following legislative program was submitted by this committee for approval:

1. The Summer's Bill -- regulating practices of commission merchants.
2. The revised standard basket and hamper bill.
3. A uniform weights and measures law.
4. Establishment of uniform grades and marking practices on all farm commodities.
5. Uniform cooperative marketing laws, but not the passage of identically the same law in any or all of the States. The basic law should be varied to meet the conditions in each State. Cooperative marketing legislation should serve the consumer as well as producer.
6. The Truth-in-Fabric Bill in the interest of wool growers and consumers.
7. Passage of rules and legislation that will fully and effectively protect producers and consumers against imitation dairy products.
8. Summer's Bill which provides for the promulgation of permissive grades for use in market news and inspection services.

#### Committee on Cooperative Organizations

This report included a brief review of the growth of cooperation during recent years throughout the world and in the United States in particular. Both producers' and consumers' cooperation was covered. New legislation and court decisions on cases of interest to cooperatives were cited. The recommendations for the future were: 1. "We should get over this recent wave of building up large scale cooperatives from the top down and start erecting something from the bottom; 2. we must stop unwarranted professional promoting of cooperative associations; 3. we must get results from our existing cooperatives before we recommend a promiscuous continuation of their creation; and 4. we must concentrate on sound business management."



## Committee on Sales and Consignments

The report of this committee included certain issues on the subject of sales and consignments which it was deemed advisable for the Association to discuss. The following recommendations were made to the Association:

"That H. R. 13771, 'to regulate commerce in certain agricultural products and for other purposes', be opposed.

"That only a limited number of thoroughly reliable and economical merchants who can furnish adequate bond should be permitted to enter the business of handling farm products.

"That permanently established producers' cooperative sales agencies should be fostered as the best solution of the problem of moving products from the farm to the terminal markets.

"That shipping-point inspection be extended to all States and to all products as rapidly as economy and efficiency will permit.

"That Federal grades, or State grades if advisable, be established on all agricultural products, and the purchasing or settling with producers be made on the basis of the grade of the product sold or delivered.

"That the Revised Hamper and Basket Bill be passed by Congress.

"That State marketing officials cooperate in assisting the settlement of disputes on shipments from other States when requested to do so.

"That discussion be had on the establishing of producers' cooperative commission firms to receive, sell, and otherwise handle farm products on a cooperative basis.

"That emphasis be given to the fact that growers and other shippers must appreciate adequate marketing service and that a charge commensurate with the cost of the service should be recognized as reasonable.

"That reliable merchants give every cooperation possible to State and Federal marketing officials in attempts to eliminate the "fly-by-night" dealers.

"That sales made on the basis of f.o.b. shipping point with Government inspection should be encouraged and that any losses in transit should be borne by the receiver with the understanding that Government inspection at receiving point should be allowed."

## Committee on City Marketing

Steps which the State bureaus of markets and the Federal Bureau of Agricultural Economics have taken in the past year to expedite, lower the cost, and reduce wastage in the marketing of perishable food products in the city were set forth in the report of this committee.

The report shows that a news service for consumers is developing in some of the States. Studies of the facilities in the freight terminals of the cities and wastage found there due to deterioration in transportation are being made by some State bureaus in cooperation with the Federal Bureau.

Some States have started investigations to determine the efficiency of the marketing facilities in the cities. A very few bureaus have made or are making studies of retail and wholesale practices and their influences on the marketing of farm products. The advertising of farm products is also receiving attention in several States. The report shows that very little has been done up to the present time in the way of arousing city civic agencies to an interest in the efficient handling of farm products as they pass through the channels of trade. The only work done, outside of a few instances, to gage the necessary supplies of farm products required to supply the large cities of the country has been done by the Federal Bureau of Agricultural Economics.

Burke H. Critchfield, Executive Secretary of the Midwest Agricultural Economics Research Council, presented a brief review of the Altoona, Pa., marketing survey. This survey has been previously reported in "State and Federal Marketing Activities".

#### Banquet

A banquet was held with about thirty present at which Dr. H. C. Taylor, Chief of the Federal Bureau of Agricultural Economics and L. H. D. Weld of Swift and Company, were the principal speakers.

#### New Officers

Officers for 1924 were elected by the members of the Association as follows:

President - Porter R. Taylor, Harrisburg, Pa.  
Secretary-Treasurer - H. Deane Phillips, Albany, N. Y.  
Vice Presidents serving as chairmen of committees:  
Standardization - Hugh J. Hughes, St. Paul, Minn.  
Legislation - D. C. Rogers, Jefferson City, Mo.  
Cooperative Organization - B. F. Brown, Raleigh, N. C.  
Sales and Consignment - F. B. Bomberger, College Park, Md.  
Market Reporting - J. Austen Hunter, Austin, Texas.  
City Marketing - J. E. Boyle, Ithaca, N. Y.  
Transportation - O. G. Lloyd, Lafayette, Ind.  
Crop Estimates - W. F. Callander, Washington, D. C.

Executive Committee will be composed of President and Secretary-Treasurer, ex-officio members, and W. A. Somers, F. B. Bomberger, and Dr. H. C. Taylor.

#### Proceedings to be Printed

Proceedings of the meeting will be printed as soon as possible and distributed to members of the Association. Non-members may have the complete record at a nominal price. Inquiries and orders should be sent to the Secretary, H. Deane Phillips, Albany, N. Y.



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# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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December 12, 1923.

Vol. 3, No. 49.

## MARKETING CONFERENCE TO BE HELD AT NEW ORLEANS

To bring about an effort to secure adoption of uniform laws relating to agriculture in the cotton growing area is the purpose of the conference of Governors, Commissioners of Agriculture, Warehouse Directors and Market Chiefs to be held at the St. Charles Hotel, New Orleans, December 13-15, according to advices received from Charles E. Baughman, Commissioner of Markets and Warehouses of the State of Texas, Austin. Specifically, laws relating to warehouses, public graders and classers, standardization of agricultural products, ginning of cotton, public weighers and rural credits are to be considered.

Mr. Baughman stated: "Practically every Governor and others interested in the administration of laws relating to warehousing and marketing, have responded and approved the suggestion and the conference is being called with a view of getting better results from the administration of present laws and the drafting of other measures calculated to better marketing conditions.

"We know this to be a fact: Given uniform laws throughout the cotton producing area with regard to warehouses, and the issuance of the negotiable warehouse receipt, grading and classing our agricultural products, the standardization of these products, rural credits, the ginning industry and public weighers, we will experience less trouble in making agriculture profitable.

"It is the forerunner of coordination of Federal and State activity, thereby eliminating much duplication of work as between the Federal and State governments, with a consequent reduction in the total amount of expense necessary where the work is conducted on separate basis."

The National Association of State Marketing Officials, at its recent annual meeting, authorized a delegate of the Association to attend this meeting.

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## ANNUAL REPORT OF SECRETARY OF AGRICULTURE READY FOR DISTRIBUTION.

The annual report of the Secretary of Agriculture for 1923 was released for publication December 10. Copies of this 81-page printed report may be had upon application to the Office of Publications, U. S. Department of Agriculture, Washington, D. C.

### HATCHERY INSPECTION WORK BEING CARRIED ON IN WISCONSIN

Among the duties of the Wisconsin Department of Markets, Madison, is the inspection of accredited hatcheries. Certain standards and requirements have been prescribed by the Department of Markets which must be met by poultrymen supplying eggs to an accredited hatchery. The annual hatchery inspection is now being made and State officials report that farm flocks of pure-bred poultry are of better quality this year than ever before. Special attention is being given this year to male birds, and every male used in the hatchery flocks must be of high quality and show great vigor and vitality. Each male is banded with a sealed metal band.

Purchasers of chicks from inspected hatcheries are generally well pleased with the stock they received last year and many express their intention of dealing with the same firms next year.

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### STUDY BEING MADE OF MARKETING CONDITIONS IN MICHIGAN

A study of marketing conditions in Michigan is being made by J. T. Horner, Associate Professor of Economics, Michigan Agricultural College, East Lansing. Professor Horner is interested primarily in what the cooperative associations of the State are doing to improve the quality of farm products sent to market. He is studying marketing conditions at local shipping points, how the cooperative associations handle the products and what they are doing in the way of quality improvement campaigns.

At the terminal markets he is observing how products shipped in by cooperative marketing associations compare with those shipped in by individual growers.

Before completing his study, Professor Horner will visit a number of the large eastern markets to ascertain how Michigan-grown produce compares with produce received from other sections of the country.

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### STATE-WIDE EGG MARKETING ASSOCIATION CONTEMPLATED IN OKLAHOMA

Plans for the launching of an egg marketing campaign are being worked out by the Oklahoma State Marketing Commission, Oklahoma City. Feeling the need for better marketing machinery, the egg producers of the State are becoming interested in the formation of a State-wide egg marketing association. In commenting upon the plans, the State marketing officials say, "Other states are receiving considerably better prices for eggs for the reason that other sections realize the importance of cooperation in marketing eggs and produce. Oklahoma farmers will also receive better prices when they fully appreciate the inestimable value of cooperation, and perfect machinery through which they may operate."



## COOPERATIVE MARKETING GAINING HEADWAY IN OKLAHOMA

Approximately 150 cooperative marketing associations, organizations comprehending the entire trade territory with headquarters at the trade centers, are now operating in Oklahoma, according to the Oklahoma State Market Commission, Oklahoma City.

The organization plan provides for a president, vice-president, secretary-treasurer, and two standing committees, namely, buying and selling committees. The members of these committees are selected from the local communities in the trade territory, and a member for each committee from each farm organization represented in that trade territory. These committees are subject to call by the secretary and president of the organization.

The selling committee's duties include cooperative marketing of live-stock, poultry, and perishable crops produced in the trade territory. The buying committee looks after the purchasing in carload lots of such supplies as feed, farm machinery, stock, coal, etc., to be distributed among the members.

The secretary being required to devote a large part of his time to the work of the association is allowed a small, reasonable percentage on the stuff sold and purchased through the association, usually one or two per cent.

Standardization in grading and packing farm produce ready for market, according to the U. S. standard grades, has proved very beneficial to the members of the associations. Only quality produce is shipped. This is made possible by having an inspector to supervise the loading.

The inspector, instructed by the State grader of the State Market Commission, places the Commission's certificate in the car, showing commodity, grade, quantity, and variety of contents.

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## STATE EXHIBIT TO SHOW HOW TOBACCO IS HANDLED.

"Successive Steps in the Cigar Tobacco Industry", will be the subject of an interesting educational exhibit now under preparation for the Eighth Annual Pennsylvania State Farm Products Show, to be held at Harrisburg January 22-25. The exhibit, which is being arranged under the direction of Otto Olson, in charge of the Federal-State tobacco experiments in Lancaster County, will be a complete history of the tobacco plant from the planting of the seed in the seedbed, through the growing season, to the factory and finally into the hands of the smoker.

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## SHORT COURSES HELD FOR IOWA LIVESTOCK SHIPPING ASSOCIATIONS

One-day district short courses for cooperative livestock shipping associations were scheduled for four points in southern Iowa, December 4-7. These courses were conducted by the Extension Service of the Iowa State College of Agriculture, Ames.

#### NORTH DAKOTA GIVES POST GRADUATE COURSE IN MARKETING

A graduate course in advanced marketing is being given this year by Dr. A. H. Benton, Head of the Department of Marketing and Rural Finance, of the North Dakota Agricultural College, Agricultural College, N. D. Ten students are enrolled in this course. The group is devoting its time largely to economics of wheat production and marketing in the Northwest. In connection with this each member of the class is working out a research project exactly as required for experimental purposes in that institution.

In order that the class may familiarize itself with the available books on marketing agricultural products each member is required to give a short review of one of the recognized books taking up the subject of marketing agricultural products.

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#### EXPERIENCES OF MASSACHUSETTS FARMERS TOLD IN ARTICLES

The value of Massachusetts crops is 37 per cent greater than in the country as a whole, the Massachusetts Division of Markets, Boston, reports. It is estimated that Massachusetts products are worth \$59.00 an acre as compared with \$29.00 an acre for the United States. Intensive farming is conducted in Massachusetts in specialized areas. "Current Affairs," the weekly publication of the Boston Chamber of Commerce, is publishing a series of articles giving the life history of successful Massachusetts farmers. Reprints of these articles are distributed by the State Division of Markets.

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#### CONNECTICUT STARTS RADIO MARKET NEWS SERVICE

Market reports are now being furnished Connecticut farmers by radio. From the sending station at the Connecticut Agricultural College, Storrs, market reports and discussions on the latest developments in the agricultural situation are broadcast on Monday, Wednesday and Friday nights. The market reports are furnished by the Connecticut State Board of Agriculture at Hartford. The station operates on a wave length of 283 meters. Tests show that the station has been heard as far west as Iowa and as far north as Canada. The radio market news service was started November 16.

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#### SERIES OF ARTICLES TO BE PUBLISHED ON TENANCY

A series of articles on Tenancy is appearing in "Agriculture and Industry," the press sheet put out by the North Carolina State College of Agriculture and Engineering, Raleigh. The first article entitled, "Can We Build a Rural Civilization on Tenant Farming?" by Carl C. Taylor, appears in the December 6 issue of the paper.



MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced during the past week:

- S. 133, by Senator Ladd, to increase duties on wheat and flaxseed and to amend provisions relating to wheat drawbacks and milling in bond. A similar bill, H. R. 594, was introduced in the House by Mr. Young.
- S. 185, by Senator Gooding, to promote agriculture by stabilizing the price of wheat.
- S. 186, by Senator Gooding, to reduce freight rates on products of agriculture and livestock.
- S. 189, by Senator Cameron, to grant a bounty on the production of long-staple cotton.
- S. 386, by Senator Dial, to amend section 5 of the United States Cotton Futures Act.
- S. 392, by Senator McKellar, to reduce the tax on oleomargarine.
- S. 429, by Senator McKellar, \*\*\*\*\* to define and regulate cold storage, and dealing in cold storage food products\*\*\*\*\*.
- S. 134, by Senator Ladd, to establish an honest money system \*\*\*\*\* reduce the rate of interest on loans and encourage agriculture\*\*\*\*\*.
- H.R. 2658, by Mr. Raker, to establish a standard box for apples \*\*\*\*\*.
- H.R. 2659, by Mr. Sinclair, to provide for the purchase and sale of farm products.
- H.R. 2660, by Mr. Swank, to provide that the United States shall build warehouses in conjunction with the several States, and in cooperation with farmers cooperative associations, for storage of farm products not perishable \*\*\*\*\* for government loans on warehouse receipts, etc.
- H.Con.Res. 5, by Mr. Sinclair, creating a joint commission to investigate the subject of crop insurances.
- H.R. 78, by Mr. Little to authorize the Secretary of Agriculture to purchase, store and sell wheat \*\*\*\*\* and to stabilize wheat values.
- H.R. 81, by Mr. McClintic, to prohibit speculation in grain and food products.
- H.R. 115, by Mr. Raker, to amend the Federal Farm Loan Act.
- H.R. 153, by Mr. Sinclair, directing the President to appoint a commission to investigate and report to Congress a general system for the co-operative marketing of all farm products.

- H.R. 160, by Mr. Sinclair, to amend the United States Grain Standards Act.
- H.R. 173, by Mr. Tinch, to provide for the storage of certain grain under Federal custody; the issue of receipts therefor \*\*\*\*\*.
- H.R. 434, by Mr. Burtess, to amend the Tariff Act of 1922, relative to import duty on wheat and wheat products.
- H.R. 442, by Mr. Brand of Georgia, to amend the War Finance Corporation Act extending the time of payment of loans from three to four years.
- H.R. 443, by Mr. Brand of Georgia, to amend the Federal Farm Loan Act so that actual farmers may borrow money for indebtedness due by them when not incurred for agricultural purposes.
- H.R. 464, by Mr. Clark of Florida, to transfer calcium arsenate from the dutiable to the free list. A number of similar bills were introduced by other Representatives.
- H.R. 494, by Mr. Goldsborough, to stabilize the purchasing power of money.
- H.R. 497, by Mr. Hayden, to authorize the Secretary of Agriculture to establish approved trading rules and business practices for handlers and dealers in farm products, and to provide for a system of adjustment of disputes.
- H.R. 556, by Mr. Romjue, to extend marketing of agricultural and live stock products and to establish therefor a bureau in the Department of Commerce.
- H.R. 602, by Mr. Langley, to authorize an appropriation to enable the Secretary of Agriculture to purchase and distribute valuable seeds.
- H.R. 688, by Mr. Hawes, to amend the interstate commerce Act by providing for regional commissions.  
Bills to amend the Act were introduced also by Representatives Wolff, Moore and Brand.
- H.R. 716, by Mr. Johnson of Washington, to abolish the Federal Trade Commission.
- H.R. 732, by Mr. Raker, a bill similar to the "Truth in Fabric" bill pending during last session of Congress. A similar bill H.R. 739 was introduced by Mr. French.
- H.R. 733, by Mr. Sinclair, to promote agriculture by stabilizing the prices of certain agricultural products.
- H.R. 735, by Mr. Sinclair, to promote and encourage agriculture by divesting grains of their interstate character in certain cases.
- H.R. 740, by Mr. French, to punish speculation by any person for the purpose of cornering the market.
- H.J. Res. 38, by Mr. Brand of Georgia, to stimulate crop production in the United States.



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STATE AND FEDERAL

MARKETING ACTIVITIES

DEC 19 1923  
U.S. Department of Agriculture

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

December 19, 1923.

Vol. 3, No. 50.

PEACH MARKETING STUDY BEING MADE IN NEW JERSEY

Methods and costs of producing and marketing peaches grown in New Jersey are being studied by the Agricultural Experiment Station of New Jersey, New Brunswick, N. J., and the Federal Bureau of Agricultural Economics. The study is being made in order to determine the margins for the various services performed from producer to consumer.

Cost of production information is being gathered from approximately fifty peach producers, members of one cooperative shipping association. The association costs of packing, handling, shipping and selling the fruit of these members is being studied. Concurrent selling prices will be secured from representative middlemen handling this fruit. From the cost data and price data secured margin studies will be made.

It is expected that data gained from this study will be of benefit to producers and shippers of peaches in New Jersey and will enable them to conduct their business in such a manner as to secure maximum benefits from their enterprises.

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GRAIN MARKETING STUDIES CONTINUED IN KANSAS

The study of the cost of marketing wheat in Kansas, started last year, is being continued by the Federal Bureau of Agricultural Economics, in cooperation with the Experiment Station of the Kansas State Agricultural College, Manhattan. Edward H. Ballow of the Cost of Marketing Division, Federal Bureau, is now in Kansas conducting the study. The investigation will cover the costs of operating certain representative country elevators, involving a study of factors most effective in influencing such costs and the practices in buying and selling wheat which contribute to the efficiency or inefficiency of handling in the local elevator market.

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ECONOMIC ASSOCIATIONS TO HOLD ANNUAL MEETINGS IN WASHINGTON

Four annual meetings of economic importance will be held in Washington, D. C., next week. The American Economic Association and the American Statistical Association will meet at the New Willard Hotel, December 27-29. The American Farm Economic Association will convene at the same time at the New Ebbitt Hotel. The American Sociological Society will hold its annual meeting at the Washington Hotel, December 26-29.

## BUSINESS PRACTICES OF GRAIN ELEVATORS BEING STUDIED IN MINNESOTA

A business practice study of local grain elevators is being made in Minnesota by the University of Minnesota, St. Paul, with the cooperation of the Federal Bureau of Agricultural Economics. A thorough economic analysis is being made of the business practices of Minnesota grain elevators with special attention to hedging, financing, price policy, selling, cleaning and mixing, and accounting practices.

C. M. Arthur, Research Assistant, is making personal visits to the elevators from which information is to be secured, to analyze their accounts and records. He is endeavoring to secure accurate and detailed information regarding, (1) Working capital ratio, (2) Sources of capital, (3) Manner in which capital is invested, (4) Ratio of net profits to capital, (5) Turn-over of capital invested, (6) Cost of total capital employed, (7) Cost of borrowed capital employed, (8) Ratio of capital expense to sales and to net profits, (9) Ratio of physical volume of business to elevator capacity, (10) Kind of reserves - whether true valuation reserves, how they are accumulated, how they may be reduced, and limitations as to their investment, use, etc., (11) The costs of hedging, its extent, its adequacy as price insurance, (12) Sidelines - the extent to which they are a justifiable part of the business, the principles governing the allocation of joint expenses, (13) The factors governing the price policy and selling methods, and (14) The adequacy of the accounting methods in bringing out the facts concerning each of the foregoing practices will be studied.

It is expected that the study will be completed by June 1, 1924.

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## COST OF MARKETING POTATOES BEING STUDIED IN NEW YORK STATE

A study of the cost of marketing potatoes is being made cooperatively in New York State by the New York State College of Agriculture, Cornell University, Ithaca, and the Federal Bureau of Agricultural Economics. The potato marketing methods in several important producing areas in New York State are being studied in order to determine the costs of the various steps involved in the marketing of this commodity, and to determine the factors which influence these costs. M. P. Rasmussen of the Farm Management Division, Cornell, is collecting the data which will be compiled and published in report form.

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## FEDERAL GRADES FOR CANNERY TOMATOES PROPOSED

Proposed Federal grades for cannery tomatoes were presented November 28 to officers and members of the executive committee of the Tri-State Packers' Association at Wilmington, Del. This association represents packers from New Jersey, Delaware and Maryland. Hearty endorsement of the principle of buying cannery tomatoes on grade was given at the meeting, and the tentative standards were approved with a few minor changes.



## FEDERAL COLD STORAGE REPORTS TO BE EXPANDED

Plans are being made for the expansion of the cold storage information service of the Federal Bureau of Agricultural Economics. This is being done in response to requests from trade organizations. The daily reports giving the storage movement of butter, cheese, eggs and dressed poultry hereafter will cover ten cities instead of four. It is thought that figures from New York, Philadelphia, Chicago and Boston alone are no longer representative of the national cold storage situation in dairy and poultry products, inasmuch as large quantities of products are being held in other cities near leading production centers. The daily reports will include figures from New York, Philadelphia, Chicago, Boston, St. Louis, Buffalo, Providence, Omaha, Pittsburgh, and Kansas City.

It is planned also to issued on Monday of each week reports on holdings in twenty-five cities. The cold storage figures will be obtained on Saturday by branch office representatives of the bureau in the cities covered, flashed over the leased wires to Washington where they will be summarized and a composite report flashed back to the branch offices Monday morning for immediate distribution to the trade and other interests. Under the new arrangement, the monthly preliminary report of cold storage holdings of butter, cheese and eggs will be eliminated, but the final monthly report issued about the fifteenth of each month will be continued.

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## NEW JERSEY FARMERS USE A VARIETY OF CONTAINERS

A large variety of containers are used by New Jersey farmers in shipping their farm produce to New York City and Newark markets. In a special release entitled, "The Big Argument for Standard Containers," which was issued recently from the New York office of the Fruit and Vegetable Division, Federal Bureau of Agricultural Economics, it is stated that 32 distinct types of packages were found to be in use in shipment of 55 different fruits and vegetables. It was found that apples are packed by New Jersey shippers in 12 different types of containers and turnips in nine styles of containers. The bushel hamper seemed to be the most popular container used. The 32-quart crate without cups, the open barrel, 16-quart hamper and the round-bottomed bushel basket are next in popularity. A drawing accompanying the text and statistical tables pictures the large number of containers used in shipping New Jersey fruits and vegetables.

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## ORDER YOUR COPY NOW

Non-members of the National Association of State Marketing Officials who are interested in purchasing printed copies of the proceedings of the annual meeting of the association are urged to place their orders promptly with H. Deane Phillips, Secretary-Treasurer of the Association, 122 State Street, Albany, N. Y. This is necessary in order that a sufficient number of copies can be printed.

## HOW TEXAS HAS DEVELOPED A MARKET NEWS SERVICE

The market news service as developed in Texas by the State Department of Markets and Warehouses, Austin, is a good example of the workability of cooperative enterprises. The service which has been in operation for fifteen months, is conducted jointly by the State Department of Markets and Warehouses, the University of Texas and the Federal Bureau of Agricultural Economics.

A branch of the Federal leased wire connects the Austin office of the department with the principal markets of the country. Information as to available supplies of farm crops is obtained from the Agricultural Statistician of Texas and from the truck crop reporter who works out of the statistician's office during certain seasons. Marketing agents are stationed in various cities in Texas to report the markets. A man is also stationed in the chief producing section to report conditions and progress of movement. As a further supplement to the reporting service, reliable members of the trade are used as reporters. The State department furnishes these members of the trade with a definite set of questions to answer regularly, in some cases daily, and in others, weekly. Postal cards are supplied on which to make reply. The cooperation is excellent from this source, the State marketing officials say.

Great attention has been concentrated by the State Department of Markets and Warehouses in the dissemination of the market information. The aim has been to build up an accurate speed service on markets, stressing as disseminating agencies, the press and radio, utilizing the mails only for those reports in which intensive information is desirable.

In developing the press end of the service it was found that the only way to secure consistent cooperation from a newspaper was to render it a service for its special circulation territory. Special arrangements were made with the leading newspapers of the State for the publishing of certain market information. One big paper gave the department telegraph privileges on spinach markets. This paper is issued at San Antonio where many of the large buyers maintain their headquarters, and with a predated edition covers the Laredo district and the section below San Antonio with a next morning service that is invaluable. On watermelons, the field was wider, for although the crop of the northern portion of the State does not enter market until the southern crop has been rolled, interest is widespread because of the enormous local consumption. It was possible to get straight market copy through on a press wire that covered three of the big organs of the State, one in San Antonio, one in Dallas and one at Galveston. Besides this straight market copy, brief telegraph summaries were handled by the Associated Press on its wire out of Austin, and for a while were very generously printed.

A turkey market report, modelled on the fruit and vegetable f.o.b. reports was tried for the first time this year by the State Department of Markets and Warehouses in cooperation with the Federal Bureau. This commodity has climaxed all others in press dissemination. A resumé of the day's markets, consisting of approximately 200 words, and embracing not only the paying price to farmers, but the conditions and prices in Chicago, New York, Boston, Philadelphia and Washington, is being handled on all wires out of Austin to 100 newspapers.



Since only information in a condensed form goes to the press by wire, certain standard releases of a more comprehensive nature are mailed with a two to three days' release date. Weekly reviews of fruit and vegetable markets, noting the trend of prices, and "studying" the market with comparative data from previous years find remarkable circulation. A weekly summary of the Boston Wool Market, emphasizing the Texas standpoint is sent to papers that circulate in the West. A general weekly review of markets on all Texas commodities, especially stressing the State markets finds an outlet through the weeklies, some 57 of which have requested its regular receipt. In conjunction with this weekly press release there is issued a sheet of short stories, usually four or five, which emphasize as brief news items, the trend of carlot shipments, the increasing importance of certain markets and the diminishing importance of others.

The radio program is very closely allied to the press program in Texas. Where information that is reliable is available locally, such as the cotton, grain, and cottonseed-oil markets; which every newspaper handles on its press wires and which exchanges in all of the larger cities are glad to present, the utilization of this information is urged. A splendid market news service is thus being rendered daily by a number of broadcasting stations that cover the State. Supplementing the locally available information, the cooperation of those papers on the press wires from Austin has been secured to the extent of broadcasting the market information by radio, as well as printing it. With the aid of the Ft. Worth office which the Federal Bureau maintains, the State Department is able to supply all but one of the big stations with a complete news service, and this station will be included January 1 by radio telegraph from the broadcasting station at the University of Texas. The information copied in that city will not only be rebroadcast, but, by arrangement with the Chamber of Commerce, the three local papers which cover the Lower Rio Grande Valley where most of the truck is raised will be furnished a copy of the report for publication in their columns.

The mail service which the department maintains has been reduced to a minimum. Mail reports are only issued during very brief "deal" periods, when such commodities as spinach, watermelons, or turkeys are moving to market. The semi-monthly bulletin of the Department, which carries summaries of all the characters of market news that interest Texas and a considerable amount of statistical data, must be considered in the mail service class, also.

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#### CREAM GRADING BEING URGED IN OKLAHOMA

Cream grading is commanding the attention of the Oklahoma State Board of Agriculture, Oklahoma City. The economic importance of marketing only the best quality of cream is being brought to the attention of dairymen of the State. The laws of Oklahoma provide that all sour cream purchased by cream stations, or creameries shall be purchased by grade. Three grades of cream are provided for by law. The common defects in cream are due to undesirable flavors and odors, the State Marketing Commission points out. Dairymen are being advised that with a little care such defects can be eliminated, which will result in a better quality product and increased profits.

## MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

- S. 741, by Senator Owen, to establish an interstate cooperative marketing system, \*\*\*\*\*.
- S. 965, by Senator McNary, to authorize the Secretary of Agriculture to establish approved trading rules and business practices for handlers and dealers in farm products, and to provide for a system of adjustment of disputes\*\*\*\*\*.
- S. 957, by Senator Harris to reduce the parcel post rates on farm products,\*\*\*.
- S. 1004, by Senator Lenroot, for conservation of food, fuel, and other commodities in Interstate Commerce.
- S. 1024, by Senator Capper to prevent deceit and unfair prices that result from the unrevealed presence of substitutes for virgin wool in woven fabrics, \*\*\*\*\*.
- H.R.2813, by Mr. Williamson, to increase the import duty on certain grains.
- H.R.3222, by Mr. Dickinson of Iowa, to authorize the Secretary of War to lease to Henry Ford the Nitrate plants at Muscle Shoals for production of fertilizers and other useful products.\*\*\*\*\*.
- H.R.3235, by Mr. Browne of Wisconsin, to prohibit the sale of adulterated or deleterious butter\*\*\*\*\*.
- H.R.3240, by Mr. Vestal, to regulate and control the manufacture, sale and use of weights and measuring devices used in trade or commerce.
- H.R.3241, by Mr. Vestal, to establish the standard of weights and measures for wheat, corn and rye mill products, \*\*\*\*\*.

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### FEDERAL HAY STANDARDS BEING REVISED

Work on the revision of the Federal hay standards is nearing completion. The proposed changes include a reduction in the number of grades. Instead of 49 grades the official standards will consist of 28 grades. Color requirements are being given particular consideration in the revision of the grades. Hearings will probably be held sometime in January to discuss the revised grades.

Plans are also being made to hold a school for hay inspectors the latter part of February or early in March, the Federal Bureau of Agricultural Economics announces. From 20 to 25 inspectors have already indicated their intention of attending the school. Extension workers are also interested in the school.





